

# NATIONAL ASSOCIATION of CREDIT MEN

## MONTHLY BULLETIN



**DECEMBER**

Published Monthly by  
**CHAS. E. MEEK, Secretary-Treasurer**  
41 Park Row : : New York

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OF THE  
**NATIONAL ASSOCIATION OF CREDIT MEN**  
1906-1907

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OREGON—W. L. Abrams, Portland.  
PENNSYLVANIA—T. N. Sheppard, Pittsburgh.  
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# BULLETIN

OF THE

## NATIONAL ASSOCIATION OF CREDIT MEN.

PUBLISHED MONTHLY BY

CHAS. E. MEEK, SECRETARY-TREASURER,

41 Park Row, New York.

Entered as second class matter March 11, 1905, at the Post Office at New York, N. Y., under the Act of Congress of March 3, 1879.

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VOL. VI. }  
No. 12. }

NEW YORK, DECEMBER 15, 1906.

{ SUBSCRIPTION  
{ 50c PER ANNUM

### CONTENTS.

	PAGE
Membership Matters .....	2
Notes .....	5
Wants .....	9
Obituary	
Bernard Lowenstein .....	10
A Card from Chairman Ryan about Fire Insurance .....	10
Bankruptcy Law Should be a Permanent Statute. Argument of Referee Hunter before Philadelphia Bank Clerks .....	10
History of the Prosecution of Bankrupt Frauds. By Gustavus Myers .....	11.
Milwaukee Association Obtains a Conviction .....	14
It was a Misunderstanding .....	14
Meeting of Board of Directors, National Association of Credit Men .....	15
In Favor of Permanent Bankrupt Law .....	19
Commercialism as a Science. An Address by O. W. Wade, of Hirsh, Wickwire & Co., Chicago, Ill., before the Chicago Credit Men's Association .....	20
The Credit Department. By R. O. Green, Green-Wheeler Shoe Co., Ft. Dodge, Ia. ....	29
Michigan Bulk Sales Law Discussed .....	30
Meetings of State Legislatures .....	32
Must Surrender Books and Answer Questions .....	33
A Contribution to Credit Literature .....	34
Men Make Credits and Credits Make Men. An Address by George G. Ford, of Rochester, New York, before the Louisville Credit Men's Association on the Evening of October 31, 1906 .....	35
Current Court Decisions .....	37
Association Notes	
Baltimore. ....	39
Buffalo. ....	42
Chicago .....	43
Cincinnati .....	43
Cleveland .....	44
Denver .....	46
Memphis .....	47
Pittsburgh .....	47
San Francisco .....	48
Seattle .....	49
Directory of Standing Committees .....	49
Directory of Officers of the Affiliated Branches of the National Association of Credit Men .....	51
Directory of Adjustment Bureaus .....	52

## Membership Matters.

New members reported during the month of November.

### AKRON, OHIO.

Diamond Rubber Co., The.....	H. E. Riker
Enterprise Mfg. Co., The.....	G. A. Pflueger
Goodyear Tire & Rubber Co., The.....	Geo. W. Rogers
O'Neil, M. & Co., The.....	C. H. Carlisle
Werner Co., The.....	J. A. Reade

### BALTIMORE, MD.

Baily, James, & Son.....	Chas. Holzerman
Hopkins Suspender Mfg. Co.....	L. Katzner, Mgr.
Johnson Dukehart Co., The.....	
Ness, Chas. M., & Co.....	Chas. M. Ness
Stansbury, W. L.....	
Vaile & Young.....	W. G. Blandford

### BUFFALO, N. Y.

Buffalo News Co., The.....	Henry C. Weiler
Eastman Machine Co.....	C. P. Stevenson
Irish, Geo., Paper Co.....	F. J. Smith
Jewetville Pressed & Paving Brick Co.....	N. A. Finch
Mercantile Credit Co.....	B. N. Eaton
Shining Light Mfg. Co.....	
Steul & Thurman Co.....	N. C. Steul

### CARLISLE, PA.

Carlisle Shoe Co.....	T. Grove Tritt
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### CHARLESTON, S. C.

Bailey-Lebby Co., The.....	R. Bee Lebby
Bird, Wm. M., & Co.....	R. A. Sherfese
Brown-Evans Co.....	E. K. Marshall
Brux, H. B., Co.....	H. B. Brux
Cameron & Barkley Co., The.....	J. P. Thomas
Carolina Portland Cement Co.....	J. S. Hanahan
Charleston Drug Mfg. Co.....	Jno. A. Burgess
Combahee Fertilizer Co.....	Frank Q. O'Neill
Drake-Inness-Green Shoe Co.....	B. F. McLeod
Enterprise National Bank.....	Wilson G. Harvey
Etiwan Fertilizer Co.....	Wm. J. McCormack
Fincken-Jordan Co.....	E. H. Fincken
Geer Drug Co., The.....	A. J. Geer
Hirschmann, S., & Son.....	Henry Hirschmann
Johnston-Crews Co.....	H. Read Simons
Lebby Shoe Co., The.....	Robt. C. Lebby
Macmurphy Co., The.....	M. V. Haselden
Marjenhoff Co., The.....	O. G. Marjenhoff
Marshall-Wescoast Hdw. Co.....	Walter Pringle
Melchers & Co.....	L. A. Melchers
Moore, Leland, Paint & Oil Co.....	Leland Moore
Pearlstine, I. M., & Sons.....	H. Pearlstine
Pitcher, Chas. S.....	Chas. S. Pitcher
Planters' Fer. & Phosphate Co.....	J. Ross Hanahan
Porcher, Wilmot D.....	W. D. Porcher
Pringle Bros.....	Walter Pringle
Puckhaber Bros. Co.....	J. H. Puckhaber
Schirmer, Jacob S., & Son.....	W. Schirmer
Shepherd Supply Co.....	R. Norris Lynah



Southern Fruit Co.....	W. H. Mixson
Standard Hat Co.....	Robt. A. Smythe
Textile Mfg. & Commission Co.....	James P. Gibbs
Wagener, F. W., & Co.....	F. W. Wagener
Walker, Evans & Cogswell Co.....	W. H. Cogswell
Wieters, E. F. A.....	E. F. A. Wieters
Wilbur, T. A., & Son.....	T. S. Wilbur
Wulbern, C. & Co.....	A. C. Tobias

#### CINCINNATI, OHIO.

Apter Mfg. Co., The.....	Jacob Thort
Bloom Bros. & Co.....	Marion Bloom
Eckert Bros Co.....	Joseph Eckert
Marks, Stix & Sachs Co.....	Chas Sachs
Oskamp, Nolting & Co.....	Fred. Schaefer
Queen Mfg. Co.....	
Rauh & Mack.....	
Strietman, G. H., & Sons Co., The.....	
Webb Stationery & Ptg. Co., The.....	Lewis M. Webb
Wildberg, A. & H.....	

#### CLEVELAND, OHIO.

Dun, R. G., & Co.....	Harry Moore
Myers & Green.....	D. E. Green

#### COLUMBUS, OHIO.

Brown Soap Co., The.....	W. W. Seckler
Bryant Bros. Art Glass Co., The.....	J. C. Moore
Capital Lock, Nut & Washer Co., The.....	A. M. Gaines
Columbus Bolt Works, The.....	S. C. Kershaw
Columbus Packing Co., The.....	J. F. Deibel
Deshler National Bank, The.....	H. L. Thomas
Excelsior Seat Co., The.....	H. C. Hershey
Hayden-Clinton National Bank, The.....	F. W. Prentiss
Kauffman-Lattimer Co., The.....	Geo. W. Lattimer
Lutz & Schramm Co.....	W. J. Brown
Martter Cigar Co.....	Jos. F. Martter
Ohio Elevator & Machine Co., The.....	W. R. Edmister
Poste Bros. Buggy Co., The.....	J. H. Poste
Safety Meter Lock Co., The.....	J. B. Orbeson
Schonthal, Joseph, Iron Co., The.....	Joseph Schonthal
Schonthal, Joseph, Iron Co., The.....	S. N. Summers
Schonthal, Joseph, Iron Co., The.....	H. A. Zeller
Sears-Nichols Co., The.....	E. J. Powell
State Savings Bank & Trust Co.....	H. H. Butler
Wege, Chas., Marble & Tile Co., The.....	G. C. Wege

#### DENVER, COL.

Ayers, F. C., Merc. Co., The.....	
Sexton Cigar Co., The.....	

#### EAST LIVERPOOL, OHIO.

Brunt, Wm., Pottery Co., The.....	W. G. Brunt, Secy.
East Liverpool Potteries Co., The.....	I. P. Ferguson, Secy.
Hall China Co., The.....	Robert T. Hall, Sec'y-Treas.
Knowles, Edwin M., China Co., The.....	J. W. Irwin, Cashier
Knowles, Taylor & Knowles Co., The.....	E. D. Moore
National China Co., The.....	J. R. Warner, Pres.
Potters' Co-operative Co., The.....	T. A. McNicol, Sec'y-Treas.
Taylor, Smith & Taylor Co., The.....	C. C. Davidson, Cash.

MASSILLON, OHIO.	
McLain, C. L., Co., The.....	E. R. Albright, Sec'y.
NEW ORLEANS, LA.	
Avery, B. F., & Sons.....	
Hollander, F., & Co.....	
Holmes, D. H., Co., Ltd.....	
Mayer, Gus. Co., Ltd.....	
New Orleans Import Co., Ltd.....	
Stich, Jac.....	
Wilcox Agency, Ltd.....	C. O. Wilcox
NEW YORK, N. Y.	
Alford, C. G., & Co.....	C. G. Alford
Central Stamping Co., The.....	D. B. Hunt, Treas.
Corn Products Refining Co.....	John R. Grimm
Tower Mfg. & Novelty Co.....	Jas. H. Einstein
PHILADELPHIA, PA.	
Blythe, Richard A.....	T. Ashby Blythe
Bockius, C., Co.....	Sherman T. Mayer
Eavenson, J., & Sons.....	Wm. J. Eavenson
Gallagher, Wm. C., & Co.....	Wm. C. Gallagher
McNeely & Price.....	Geo. H. McNeely
Pechin, John W.....	
Third National Bank.....	Thos. J. Budd, Cash.
PITTSBURGH, PA.	
Ackley, John B., & Co.....	Thos. M. Erwin
Breitwieser, A. G., Co.....	R. McGibbeny
Harris & Ginsburg.....	
Mudge, Edmund W., & Co.....	J. W. Hartley
Penna. Paint & Glass Co.....	M. G. Herold
Wolff-Lane Hdw. Co.....	H. C. McKee
ST. LOUIS, MO.	
Beacon Paper Co.....	E. A. Hartman
Boyd, T. B., Furn. Goods Co.....	I. F. Boyd
Burr, Geo. H., & Co.....	E. C. King
Commonwealth Trust Co.....	L. S. Mitchel
Cornwell Candy Co.....	Luther F. Coburn, Mgr.
Credit Reporter Co., The.....	Elmer Enfield
Dodd, Harry G., & Co.....	Harry G. Dodd
Erker Bros. Optical Co.....	H. Wiedemeyer
Fink, F. B., Instrument Co.....	F. J. Feineman
Garnett, Allen & Grubb Paper Co.....	L. F. Booth
Hess & Culbertson Jewelry Co.....	Geo. J. Hess
Holtgrewe-Vornbrock Furn. Co.....	Otto H. Vornbrock
Horn, T. L., Trunk Co.....	T. L. Horn
Imse-Schilling Sash & Door Co.....	R. C. Imse
Leach, C. G.....	With Diehm-Fansler Gro. Co.
Lee, W. L., & Co.....	Geo. H. Watson
Liberty Loose Leaf Co.....	J. McDade Jones
Ruyter, Claus.....	
State National Bank.....	A. O. Wilson
Udell-Predock Mfg. Co.....	J. F. Michaels
Wilson, Reheis-Rolfes Lbr. Co.....	W. E. Boyce, Mgr.
SEATTLE, WASH.	
MacDougall-Southwick Co.....	Chas. H. Morford
Pacific Coast Syrup Co.....	

On Friday, November 23d, the Charleston Association of Credit Men was organized, with a charter membership of forty-two. Mr. B. F. McLeod, of Drake-Inness-Green Shoe Co., and Mr. H. D. Lubs, of C. D. Franke & Co., were elected to the Presidency and Secretaryship in the named. Mr. A. H. Alexander, representing the National Office, assisted in organizing the new branch.

The result of Assistant Secretary Stockwell's work during the month is reported in these columns.

Mr. Stockwell started for Oklahoma on December 3d. While in that State Mr. Stockwell will endeavor to increase the membership and to stimulate the business interests towards taking an active part in framing the laws for the new State. Reports received indicate that work is under way in all directions for the purpose of increasing the membership.

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### NOTES.

**Members of the National Association of Credit Men are warned against entering into contracts with concerns soliciting bad and doubtful accounts for collection without first communicating with the Secretary of the Association or the Secretary of any affiliated branch. Under no circumstances should members pay fees in advance for services to be rendered in connection with the collection of such accounts.**

The San Francisco Association met November 2nd for the first time since the earthquake and discussed fire insurance problems.

Mr. J. C. James, formerly Secretary of the Memphis Credit Men's Association, is now connected with the South Memphis Brick Company as Secretary.

The Wichita Credit Men's Association has inaugurated a campaign for the passage of a bulk sales law at the approaching session of the Kansas legislature.

A. H. Alexander has been elected Secretary of the New York Association, vice H. J. Sayers, resigned. Mr. Alexander assumed his duties on December 1st.

The Sioux Falls Association of Credit Men hope to induce the legislators of that State to pass a bulk sales law at the next session of the South Dakota legislature.

Governor Proctor, of Vermont, has signed the bulk law passed by the Legislature of that State some thirty days ago. The new law is identical with that of Massachusetts.

On November 19th the Executive Council of the Philadelphia Board of Trade adopted unanimously a resolution protesting against the repeal of the National Bankruptcy Law.

A bill will be introduced into the coming session of the Utah legislature for the purpose of requiring the registration of the true name where a false or assumed name is used in carrying on business.

The Wichita Credit Men's Association has planned an active campaign in the interests of a bulk sales law, which they hope to secure from the Legislature of Kansas, when it next meets in session.

W. N. Fitzgerald, a prominent member of the Milwaukee Association of Credit Men, delivered an address at a recent meeting of the Milwaukee Shoe and Leather Association on the relation of the wholesaler to the retailer.

Members of the National Association of Credit Men and its affiliated branches are cautioned against contributing funds in aid of legislative work, unless solicitations for same are sanctioned by proper authority of the Association.

The Byrne & Hammer Dry Goods Co., of Omaha, are now located in their new store, which is one of the handsomest buildings in Omaha. Chas. N. Robinson, in charge of the credit department, announces that the latch string is hanging out.

President W. B. Strong, of the Milwaukee Association of Credit Men, has been elected a member of the Board of Control of the N. W. D. Association. The next annual meeting of the N. W. D. A. will be held at Denver in September or October, 1907.

President New, of the Cleveland Association of Credit Men, was in New York City on a business trip during the latter part of November. Mr. New is confident that there will be no let up during his administration in the work of the Cleveland Association.

An item was published in the NOVEMBER BULLETIN to the effect that the American Hardware Manufacturing Association had adopted resolutions favoring a permanent bankrupt law. The association taking this action was the National Hardware Association.

The Lincoln Credit Men's Association has invited all the members of the legislature from Lancaster County to attend the December meeting of the association. It is intended to discuss at that time the ways and means for securing the passage of a bulk sales law for Nebraska.

The Birmingham Credit Men's Association has hopes of securing favorable action on a bulk sales law at the next session of the Alabama legislature; a committee is in charge of the movement. The legislature will be asked to take steps to regulate the operations in Alabama of bucket shops.

The merchants of West Virginia have suffered severely during the past year through the many sell outs which have taken place in that State. The legislators, at their next meeting, will be asked to provide a remedy. Governor White, in his annual message in 1905, recommended the passage of a bulk sales act.

The recommendation of President Robbins, contained in his annual message to the Cleveland association, that the name of that association be changed so as to conform in style to that of the national organization, was unanimously adopted, and the association will hereafter be known as Cleveland Association of Credit Men.

In "The Making of a Merchant," the author, Mr. Harlow N. Higinbotham, devotes a part of the book to the subject of credits. Mr.



Higinbotham discusses: The Qualifications of a Good Credit Man, Difficulties and Dangers of Credit, Rewards and Humors of the Credit Desk and the Storekeeper's Credits and Collections. As a member of the firm of Marshall Field & Company, Mr. Higinbotham had charge of that firm's credit department, and his views on some phases of credit work are interesting. Mr. Higinbotham is still active in various pursuits and is at present in the public eye as one of the leaders for insurance reform.

The credit men of Texas, through the Business Men's League, invite the co-operation of all the business interests of Texas in an effort to secure favorable consideration of a bulk law at the hands of the members of the Texas legislature. The Business Men's League is composed of the members of the several credit men's associations of Texas.

The annual meeting of the Credit Men's Association of Baltimore was held on November 15th. President Rosenaur was unable to attend owing to sickness. The members had provided a handsome loving cup, which they intended to present to Mr. Rosenaur; it was ordered that it be conveyed to him together with an expression of sympathy. The annual election resulted in Mr. F. J. La Motte being chosen President for the ensuing year.

A large number of the cards recently issued from the National office for membership purposes have been returned to the Secretary-Treasurer. Those whose names have been furnished will be invited to join the organization. Our members are requested to furnish the National Office with the names of prospective members, whenever the opportunity offers.

A movement has been inaugurated to increase the salaries of the judges of the United States District Courts. It is proposed that such judges shall receive as much as judges of the highest courts of the State in which they are located. Federal court judges in the Southern District of New York receive annual compensation of \$6,000, while Supreme Court Judges receive \$17,500.

In the October BULLETIN the troubles of one Talmadge were told. Since then they have been added to. Talmadge has been sentenced by Judge Knapp, at Geneva, N. Y., to one year in Auburn prison. Talmadge swindled wholesale firms by ordering goods and then claiming that he acted only as agent. He was convicted for perjury committed at a hearing before a magistrate.

A receiver has been appointed for the North German Fire Insurance Company of New York. This company suffered a loss of \$700,000 through the San Francisco disaster, but disclaimed its liability.

At the annual meeting of the Executive Committee of the Cincinnati Credit Men's Association these officers were elected: George Guckenberger, Atlas National Bank, President; Sam'l Mayer, The Isaac Fallers' Sons Co., First Vice-President; W. E. North, The Sanford, Varner Co., Second Vice-President; Robert McF. Smith, National Lead Co., Treasurer; Henry Bentley, Secretary.

Mr W. A. Joyce, a member of the Buffalo Credit Men's Association, has very generously donated for the use of that association until May 1, 1907, a commodious office at 39 Erie Street. The association has taken possession and Mr. Fred Whittlesey, the newly elected Secretary, is prepared to respond to any calls made upon him.

At the annual meeting of the Denver Credit Men's Association these officers were elected: President, R. R. Gillette, Treasurer J. S. Brown & Bro. Merc. Company; Vice-President, W. P. McPhee, Secretary McPhee



& McGinty Co.; Treasurer, B. W. Osborn, Vice-President and Treasurer Millar-Osborn Spice Co.; Secretary, A. R. Mackenzie, with Liebhardt Fruit Co.; Assistant Secretary, H. A. C. Mathew.

Daniel B. Murphy, of Rochester, was elected President of the Eighth New York State Conference of Charities and Corrections at the seventh conference held recently at Rochester, N. Y. Mr. Murphy has for years been prominent in charitable work. He is a member of the firm of Burke, Fitz Simons, Hone & Co., having charge of that firm's credit department. Mr. Murphy has long been a supporter of the National Association of Credit Men and a prominent figure at many of its conventions.

The Board of Directors of the Boston Merchants' Association express their attitude towards the bankrupt law in these words: "The National Bankruptcy Law has proved its value, and is growing in favor in what may be called the credit section of the country. Amendments that seemed judicious and that have the approval of referees in bankruptcy and commercial and credit organizations will be heartily supported by your Board, but the repeal of the law will be consistently and strenuously opposed.

The North Texas Credit Men's Adjustment Bureau reports the closing of the estate of E. Aronstein, who failed last May. In the schedules filed Aronstein's father was shown as a creditor to the amount of \$2,700. A thorough investigation of the books of the bankrupt failed to disclose such a liability and the claim was disallowed by the referee in bankruptcy. Many other irregularities were discovered in the books. Aronstein finally offered a settlement with the proviso, however, that the claim filed by his father could be withdrawn. This the referee refused to grant. The case is now in the hands of the United States District Attorney. It is expected that both of the Aronsteins will be indicted for conspiracy against the United States for attempting to violate the bankrupt law and for perjury in making false affidavits.

The Committee on Credits and Collections of the National Wholesale Druggists' Association presented a carefully prepared report at the last Annual Convention of that Association. The committee favored more uniform methods in business transactions, and expressed their satisfaction at the action taken at an earlier convention, which has proved very beneficial to the members of the organization; to use the committee's own words: "No single action of our Association has been more beneficial. It is beyond a question that the adoption of shorter time and one per cent. terms has resulted in better profits, prompter payments, smaller open accounts, and has largely restricted over-credits." The committee discussed the legislative work of the National Association of Credit Men, and expressed its confidence in the work undertaken by that organization in perfecting the bankruptcy law. The committee urged the members of the N. W. D. A. to support the credit men in securing the passage of laws regulating the sale of stocks of goods in bulk. The committee reported that R. G. Dun & Co. had taken favorable action on their request for the segregation of failures in the drug and paint trades. Heretofore, it has been the custom of Dun to report failures in the drug and chemical trade, together with failures in the paint, oil and window glass trade.

## WANTS.

**WANTED**—Position as Office Man and General Correspondent, having been for the past five years connected with the credit department of a large wholesale and manufacturing concern. Would prefer work in this connection. Best of references as to ability, character and habits. Address, CREDIT MAN, care of Mr. C. E. Meek, Secretary-Treasurer, National Association of Credit Men, 41 Park Row, New York, N. Y.

**BUSINESS MANAGER OR CREDIT MAN**—Wanted, a position with large progressive house to manage office or credit department. Twelve years in present position and good reason given for desiring a change. Have successfully handled large number of accounts in diversified lines. Good correspondent and manager. At present in charge of salesmen and branch houses. Highest references given. Location immaterial. Address, PRACTICAL, care Chas. E. Meek, Secretary-Treasurer, National Association of Credit Men, 41 Park Row, New York, N. Y.

**WANTED**—Position in Credit Department as Assistant, or is capable of taking full charge, by American, age 29. Conscientious, hard worker. Record of four years mercantile agency; three years mercantile agency and law; six years on credits. Furnish bond and best of references. Will locate in any city. Opportunity as essential as salary. Address, P. S. Fleming, 623 Bon Ton Street, St. Joseph, Mo.

**A FIRST-CLASS CORRESPONDENT**, capable of making collections and adjustments, having good knowledge of commercial law in the different States, familiar with making and obtaining reports and ratings, would like a position as Credit Man. References exchanged. Address, L. H. S., care National Association of Credit Men, 41 Park Row, New York, N. Y.

**WANTED**—Position as Credit and Office Man by a party with many years experience in the dry goods trade, at present with a large importer on Broadway, New York City. Fully able to take entire charge of office, credits, finances, correspondence, etc., being also thorough accountant. Married man, age 31; compensation to start, \$2,500 annually. Can furnish highest references as to character and ability. Address, "Stiderc," care of National Association of Credit Men, 41 Park Row, New York City.

**CREDIT MAN OR MANAGER**—Position desired with a first-class house where ability counts. Four years in present position as credit man and manager of large commission house. Experienced in accounting, credits and managing salesmen and capable of taking entire charge of office force. References. Address, H. A. L., care of Secretary of National Association of Credit Men, 41 Park Row, New York, N. Y.

**CREDIT MAN AND OFFICE MANAGER**—Employed eleven years in Chicago as Credit Man and Office Manager. House with which connected removed from city. Desires to secure position with progressive house in Chicago. Experienced in credits, collections, accounting and correspondence. Thirty-six years old. Can furnish unexceptionable references in regard to ability and character. Address, J. G., care National Association of Credit Men, 41 Park Row, New York City.

**CREDIT, OFFICE AND FINANCIAL MAN**—Now Treasurer of large manufacturing concern that will close its affairs December 31st, desires similar position with progressive house. Expert accountant, good correspondent and credit man; at present employed in Western Pennsylvania, but no objection to going out of the State. Can furnish highest reference as to character and ability, and bond, if necessary. Address, T. W. F., care of National Association of Credit Men, 41 Park Row, New York City.

**CREDIT MAN OR ASSISTANT CREDIT MAN**—Position desired with drug specialty house or hardware house. Would not change for less than one hundred dollars per month. Married; age 24 years. In addition to the above could fill position as Private Secretary, Stenographer, Manager of Claim and Collection Department, or in fact almost any position in an ordinary office. Will go into matter further personally if desired. Address, J., care National Association of Credit Men, 41 Park Row, New York City.

## OBITUARY.

### Bernard Lowenstein.

Bernard Lowenstein, head of the firm of B. Lowenstein & Bros., Memphis, Tenn., died of heart failure at his home in New York, on November 17.

Mr. Lowenstein was born in Germany sixty-eight years ago. He came to this country when little more than a boy, and in 1857, with his brother, Benedict, founded the present firm, two other brothers being admitted later. For several years past Mr. Lowenstein had made his headquarters in New York and had devoted his immediate efforts to the direction of the firm's New York office. Of late, however, he had not taken any active part in the business, leaving its affairs chiefly in the hands of his brothers and of the other members of the firm. He made frequent trips to Europe, and in 1905 was knighted, while in Sweden, by the king of that country.

Mr. Lowenstein was greatly respected in Memphis, where the news of his death caused general regret. In the New York market, where he had for many years been a familiar figure, sorrow at his demise is also generally expressed.

Mr. Lowenstein was a bachelor. His brother, Benedict, with whom he founded the firm of B. Lowenstein & Bros., died in 1876.

### A Card from Chairman Ryan about Fire Insurance.

The National Committee on Fire Insurance announces that in the near future there will be some interesting items published in the columns of the BULLETIN, for the especial consideration of the members of the Credit Men's Association.

There has been so much laxity on the subject of Fire Insurance that various points cannot be too strongly emphasized.

Education along these lines is what we all need, as not more than 5 per cent of the insured understand really and correctly what their policies do or do not contain.

This Committee also invites any member to submit questions pertaining to Fire Insurance, which will be answered in these columns, and it also recommends that the members of the various Associations contribute any items which in their judgment should be published for the benefit of all our members.

FIRE INSURANCE COMMITTEE,

GEO. W. RYAN, *Chairman*.

Care Standard Mfg. Co., P. O. Box 1757, Pittsburgh, Pa.

### Bankruptcy Law Should be a Permanent Statute.

ARGUMENT OF REFEREE HUNTER BEFORE PHILADELPHIA BANK CLERKS.

At the recent meeting of the Philadelphia Chapter, American Institute of Bank Clerks, Richard S. Hunter, Esq., referee in bankruptcy, gave an address on "Law and Practice in Bankruptcy." During the course of his remarks the speaker said:

"The present statute is the fourth General Bankruptcy Act, which has been passed by the Congress of the United States. The first was in 1800, the second in 1841, the third in 1867 and the present one in 1898. It has been the fate of each and all of these Acts to remain in force for a certain number of years and then to be repealed. In this respect our

legislation contrasts to great disadvantage with that of other civilized countries. The bankruptcy system of England is as firm and stable a part of its national law as any other, and there is no more thought in Parliament of meddling with it than of abolishing the law merchants; but Congress, and especially the House of Representatives, appears to vary so much in its feeling on this great subject that no bankruptcy statute has remained permanently a part of our national law. Each one is repealed, and for a time we are left to the frauds and the delays of voluntary assignments and to a system of preference by which the astute creditor gets the better of his simpler brother; until the mischiefs of the state systems drive Congress again to re-enactment of a law of bankruptcy.

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## HISTORY OF THE PROSECUTION OF BANKRUPT FRAUDS.

BY GUSTAVUS MYERS.

AUTHOR OF "THE HISTORY OF TAMMANY HALL," "HISTORY OF PUBLIC FRANCHISES IN NEW YORK CITY," ETC.

### ARTICLE I.

Fraudulent bankruptcy is an industry which has flourished for more than a century in this country. An act passed by Congress in 1800 attempted to put a stop to it, but that law was limited in scope and decidedly ineffective and was repeated three years later. The doctrine of States' rights was so firmly entrenched as both a belief and a settled policy that the powers of the Federal Government were curtailed and often nullified. Each State had its insolvency laws, which widely differed from those of the other States. The result was confusion to creditors and encouragement to fraudulent debtors. Occasionally, some glaring case of audacious fraud would be pushed to trial and conviction. But this was done only under great difficulties and where the theft was a sufficiently large one for the defrauded creditor to be stirred to action in the desire for summary justice or in the hope of recouping himself, partly at least, for his losses. If the fraudulent failure were one in which the amounts owed were so skillfully distributed that the creditors were numerous and their individual accounts small, the malefactor usually escaped punishment. No one interested himself enough to gather evidence and prosecute.

This led to a deplorable condition. Debtors who had fraudulently failed without having to undergo even examination were not slow in taking advantage of this practical immunity. Scarcely had many of them defrauded one set of creditors than they would turn up serenely in business again to defraud another set. Not a few of the commercial failures of that period were due to the complex laws, criss-crossing one another, and the frauds which grew out of them. Fraudulent failures became so numerous and such a gross evil that Congress, in 1841, was again forced to act, although it hesitated to impinge upon the rights of the different States.

Nevertheless, after much agitation and opposition, it passed a new bankruptcy act. The hopes raised by the enactment of this law were never realized. A better law than that of 1800, the law of 1841, was still so defective that it could not contend against the bewildering mazes of a multitude of State laws, and it was soon repealed. The field proved to be as fertile as before for frauds, and the commercial world was again overrun by them. Few of these fraudulent bankrupts were ever punished. The disparities and technicalities of laws which clashed with



one another allowed the fullest opportunities for easy escape. Moreover, the average public official, especially prosecutors charged with the enforcement of the law, were unintentional allies. Understanding little of commercial methods, they could not fully see the criminal nature of the act of a man who deliberately defrauded his creditors. The offense of a pickpocket or burglar was as clear as daylight to them; they needed no instruction on that point. But they did not see any grave danger to the community in the smooth, plausible business man who wormed himself into the confidence of merchants, got consignments of goods on credit and then suddenly failed with a preconceived ease and profit. It seemed a business transaction and not a criminal proceeding. Unfortunately, not a few of our public prosecutors of to-day have an identical limited vision. They are quick to send to prison a thief who steals in vulgarly, open fashion, but slow to perceive that a man who lies about his credit or otherwise obtains property under false pretences and converts it to his own use, is even a more reprehensible thief.

After the disturbance of mercantile conditions caused by the Civil War, Congress, with a greater realization of its powers, again made an effort to grapple with fraudulent bankruptcies. The act of 1867 was designed as a much severer and more comprehensive law than the acts of 1800 and 1841. It, however, proved to be a tolerant law under which the fraudulent debtor found it fairly easy to get his discharge. Furthermore, it was a law which entailed great expense if litigation were resorted to. This consideration deterred most creditors from prosecuting frauds, especially if the debts were not large enough to warrant individual action. Mercantile houses had no united plan; there were no organizations in existence to combat and punish fraud; it was not a time when the concern of one was the concern of all. Each firm acted separately and without the co-ordination of other firms. Under these circumstances fraudulent bankrupts found facile means of escaping unmolested with their plunder.

Following the panic of 1873, large numbers of debtors, chiefly in the agricultural sections, took advantage of the act of 1867 to get complete releases. It was soon seen that the law was of little or no protection to creditors, and Congress consequently repealed it in 1878. From that time until the national bankruptcy act of 1898 was passed, conditions were extremely difficult and discouraging to creditors. In most of the States debts were practically uncollectible from failing debtors. The laws of each State conflicted so greatly with those of other States that it was well-nigh hopeless to attempt to reach frauds. These various laws also often discriminated against genuine creditors and stimulated fraud of all kinds by guaranteeing it safety from prosecution. In Texas and California—to give two instances of many—preference was given to creditors who resided in those States as against "foreign" creditors, the "foreign" meaning creditors of other States. Texas had a very complicated homestead law under which a debtor could easily get his discharge. Frequently all that a fraud had to do to preserve his property from creditors elsewhere was to incur debts to relatives, friends and others in his vicinity. Nearly all the States, in fact, allowed preferences to home creditors. The result of this almost invariably was collusion between the bankrupt and his relatives and friends. Astute lawyers, who made large fees by practically protecting the property of the debtor from the demands of legitimate debtors, furthered this collusion.

The most important effect of these widespread frauds and the unorganized condition of most of the commercial lines was the restriction of



credit. Even many firms which did not pretend to be conservative in their methods refused to give credit until they were absolutely convinced that the prospective purchaser had a larger capital than he is required to have now under much improved conditions. Not only was the purchaser required to prove that he had this, but he had to give the fullest credentials of character. The rigid requirements of sufficient capital excluded from credit many honest and worthy persons whose capital was small or who were not known.

The number of fraudulent failures increased to an alarming extent. In 1890 there were 416 in the United States with assets of \$1,604,828 and liabilities of \$6,612,069. By 1891 the number had more than doubled to 875 with assets of \$4,121,237 and liabilities of \$13,139,817. The next year witnessed an increase to 1,063 with assets of \$3,547,696 and liabilities of \$10,194,274. In 1893 there were 1,142 cases of fraudulent failures with assets of \$6,541,336 and liabilities of \$16,298,830. Frauds were not quite so numerous in 1894, when the number fell to 1,022 with assets of \$3,555,111 and liabilities of \$9,737,230. But in the next three years the number of fraudulent dispositions increased; in 1895 to 1,154 with assets of \$3,933,250 and liabilities of \$10,529,989; in 1896 to 1,395 with assets of \$5,415,150 and liabilities of \$13,845,142. In 1897 the number fell to 1,338 with assets of \$8,385,236 and liabilities of \$18,624,796.

Fraudulent failure was certainly a thriving industry and comparatively safe from prosecution and conviction. Scarcely any of the frauds had to confront serious consequences. This emboldened them to go to extremes with undaunted assurance. This rapidly increasing list of frauds, with the great losses mercantile houses incurred, pressed to the attention of commercial men the necessity of compact and scientific organization. There had been some organizations in various lines of trade, but they were local and confined to a particular branch of trade. In 1897 a comprehensive body planned to include every species of industry and to cover the entire country was formed. This was the National Association of Credit Men, a national commercial organization which has grown to a remarkable degree and which in encouraging creditors to punish frauds and in the interchange of credit information has been of signal benefit to legitimate business houses of the United States.

It was extremely fortunate that this association came into life, for the national bankruptcy act passed by Congress in 1898 fell far short of the sanguine expectations its enactment raised. This act was intended to unify all of the bankruptcy and collection laws and to prevent all manner of preferences. Its framers supposed that its provisions would insure an equitable division of the bankrupt's property among all the bona fide creditors.

But the law had not been in operation long before adroit and unscrupulous lawyers found a way to outwit creditors. These nimble, resourceful instigators of fraud were not backward in discerning ingeniously the law's defects. Their advice to intending bankrupts was of such a cunning nature that a large part of the assets were secreted or carried away so that when bankruptcy was announced, accounts receivable, cash and even merchandise had vanished. The looting was usually so thorough that nothing was left for the creditors. The particular drawback of the act of 1898, which allowed fraudulent bankrupts an easy method of escape, was the fact that the officials charged with the law's enforcement showed an indisposition to proceed. The cost of prosecution was so enormous and the difficulty of obtaining legal evidence so great that the individual creditor was discouraged from successful pursuit

unless he had been defrauded of an amount large enough to goad him on to an attempt at recovery. If a creditor were caught for \$1,000 and he found that the expense of prosecution would be \$2,000 or \$3,000 he felt himself deterred from proceeding except in a case where he chose to throw good money after bad for the satisfaction of punishing the fraud. This, however, rarely happened. Experience demonstrated that the creditor would seldom investigate or prosecute. The benefits which would accrue to him personally were too remote and expensive, and if he did go after the fraud singlehanded, his solitary efforts were, as a rule, unavailing. If he did not succeed in obtaining evidence which would hold in court he ran the imminent risk of being sued, in turn, for malicious prosecution.

It was a situation disheartening to legitimate business men and not less provocative of commercial frauds of every character. Unprincipled attorneys helped themselves to big fees, while the thieves whom they conspired with got away with their plunder, had their debts wiped out by the courts, and then, with great effrontery, resumed business, only to incur fresh debts without any intention of paying them. Sometimes they would go through this bankruptcy performance twice within three or four years. Defective State laws helped them. In most, if not all of the States, it was no felony to obtain merchandise by making a false or misleading statement to a commercial agency. Of this omission the frauds took the fullest advantage. If haled to court they were able, through skillful lawyers, to fall back upon many technicalities.

Fraud was so widespread and so audaciously planned and executed that it was seen that only by united, concentrated and persistent efforts could it be overcome. For any individual to attempt to cope unaided with it was barren. To temporize was also folly. Not only must merchandise and debts be recovered if possible, but the guilty must be sent to prison as the best means of preventing the continuation of this unbridled saturnalia of crime. To obtain these results the efforts of various associations were now set in full motion. What has been accomplished in the face of great obstacles will be set forth in subsequent articles.

### **Milwaukee Association Obtains a Conviction.**

Dr. O. E. Werner and Joseph Herman of West Bend, Wis., have pleaded guilty of using the United States mails for fraudulent purposes, and have been fined by Judge Quarles in the amount of \$425 each. Herman, being unable to pay his fine, has been committed to jail. This case has been reported from time to time in the BULLETIN, so that our readers are familiar with its details. After the matter was brought to the attention of the Milwaukee Association of Credit Men the necessary evidence was gathered by the Investigation and Prosecution Bureau of that organization to which great credit is due for the successful outcome of the case.

### **It Was a Misunderstanding.**

Tarantula Tom: "Why did Bill plug the tenderfoot?"

Lava Bed Pete: "It all come o' Bill's distressin' ignorance o' legal terms.

T. T.: "How 'uz that?"

L. B. P.: "Well, Bill owed the shorthorn some money an' was sorter slow about payin'. So the stranger writ him a letter saying, 'I will draw on you at sight.' An' Bill thought that meant a gun play, so when he meets up with the stranger he draws first. It was a misunderstandin'."—*Cleveland Leader*.

## MEETING OF BOARD OF DIRECTORS, NATIONAL ASSOCIATION OF CREDIT MEN.

### Synopsis of Proceedings.

The Board of Directors of the National Association of Credit Men met on October 29-30, 1906, at Nashville, Tenn. The meeting was called to order by the President, who directed the Secretary-Treasurer to call the roll, to which the following responded: President Fessenden, Directors Ford, Foute, Gettys, Graves, Hutchins, Loeffler, Nance, Rapp, Smith, Tregoe and Secretary-Treasurer Meek.

President Fessenden opened the meeting with a few remarks, reviewing briefly the Association's work since the last National Convention, held at Baltimore in June. The President brought officially to the notice of the Board the death of Mr. H. M. Powell of Columbus, Ohio, and Messrs. Robbins, Gettys and Tregoe were appointed a committee to draft resolutions expressing to the family of the deceased the sympathy of the National Association of Credit Men.

Secretary-Treasurer Meek presented a report of the financial condition of the Association, the same being as follows:

Balance on hand June 1, 1906.....	\$1,735.71
Receipts to October 22, 1906.....	10,297.00
	<hr/>
	\$12,032.71
Disbursements .....	10,480.08
	<hr/>
Cash on hand October 22, 1906.....	\$1,552.63

The Secretary-Treasurer reviewed at length the work of the Association, reciting the work done by each committee. The report was accepted.

A list of committee appointments by the President was presented and confirmed. The following members were designated by the President as Chairmen of the various committees:

Fire Insurance Committee, Geo. W. Ryan, Pittsburgh, Pa., Legislative Committee, Benson G. Watson, Columbus, O.; Membership Committee, W. E. North, Boston, Mass.; Business Literature Committee, F. C. Swan, Cincinnati, O.; Committee on Improvement in Mercantile Agency Service, J. D. Hopkins, New York, N. Y.; Credit Department Methods Committee, Eugene S. Elkus, San Francisco, Cal.; Credit Co-operation Committee, A. E. Clerihew, Minneapolis, Minn.; Investigation and Prosecution Committee, A. C. Foster, Denver, Col.; Bankruptcy Law Committee, J. Harry Tregoe, Baltimore, Md.; Committee on Adjustment Bureaus, David S. Ludlum, Philadelphia, Pa. A full list of the committees will be found on pages 49 and 50.

Under a discussion of legislative matters the Board commended the action of the Credit Men's Association of Atlanta in supporting and securing the passage of an anti-bucket shop law in Georgia, and also expressed their interest in similar work about to be undertaken by the Birmingham Credit Men's Association. It was recommended that the Legislative Committee consider the extension of the campaign against bucket shops, in all States where such institutions existed.

The Secretary was authorized to arrange for the drafting of a general conditional sales law.

A report covering membership matters showed a slight gain over the figures of June 1. The Board approved of the withdrawal of Assistant

Secretary Stockwell from field work during the summer months, experience having demonstrated that membership work cannot be profitably conducted during that period. The Board discussed the advisability of sending Mr. Stockwell to Oklahoma at this time, not only in the interests of membership but to attempt to create an interest on the part of the business men of that State in the framing of laws for the new State. It was determined to take this step and the Secretary was directed to arrange Mr. Stockwell's work so that he could leave for Oklahoma about December 1st.

Under business literature matters the Secretary reported that the Association was circulating monthly about nine thousand copies of the BULLETIN, and that a revised edition of the pamphlet, "Laws Regulating the Sale of Stocks of Goods in Bulk" was under preparation.

The Secretary presented the following communications received by him from Bradstreet and R. G. Dun & Co., which referred to certain resolutions adopted at the last annual convention:

"DEAR SIR: We beg to acknowledge receipt of your favor of the 25th instant, transmitting copy of Resolution adopted by the National Association of Credit Men at their Convention in Baltimore, which will receive our careful consideration.

Yours very truly,

(Signed) CHARLES L. BECKWITH, *Secretary.*"

"DEAR SIR: In respect to the matter of a universal form for Agency reports, and a resolution in that connection passed at the last Convention of the National Association of Credit Men, we beg to say, that the so-called 'universal form' was apparently conceived by men who have not a very close or practical knowledge of Agency work. While this Agency might be willing to entertain any criticism from a proper source as to the general merits of its work, it must be recognized that the matter of form is purely individual, and every house in the land should have the right to conduct its business in the manner best suited to its own convenience.

It was never contemplated by this Agency in its efforts to meet the needs of its clients for good and correct information, that it should also prepare its reports in such a manner as to *spare the busy dispenser of credit the labor of reading them*. On the contrary it has been our aim to furnish good readable reports that would contain all the facts and opinions we were able to get, with a proper regard for the order of the subjects.

Our efforts have been stimulated by the belief that the wealth of information which our reports contain was read and appreciated by our patrons, and we would hesitate to adopt any method by which our reports were reduced to a mere form that would divest them of character and individuality, or make every report look or read alike and be graded precisely the same as the product of any other Agency that made reports after a model form.

It has always been our aim to allow reporters the utmost latitude in writing reports with a view to convey the most correct impression of an abstract subject. In order to do this we could not make our reports fit any kind of a model that the most expert dispenser of credit might devise.

Aside from numerous objections to a universal form which we do not care to discuss, there is none that appeals to us more forcibly as an objection than the argument the Credit Men's committee use in urging it, and that is that "Unnecessary reading of reports would be averted." Our reports are all made to read and the great majority of our clients must desire to read them or they would not ask for them.



We fully appreciate the motive that might actuate a very busy man in desiring short cuts in the dispatch of his work, and while there are many devices that are convenient and profitable to adopt, Mercantile Agency reports must be read to be appreciated and to be of value. We must, therefore, respectfully decline to consider any change as to form, but will always cheerfully welcome any practical suggestion looking towards the general improvement of our work.

Very truly yours,

(Signed) R. G. DUN & Co."

"DEAR SIR: We beg to acknowledge receipt of your favor of the 25th ult., enclosing preamble and resolution adopted by the National Association of Credit Men with reference to the Notification Sheet.

This subject has had our thought and study for years. There are many, and very serious objections to the publication, which might not be readily apparent to anyone not directly associated with the Agency business. We shall, of course, endeavor to decide the question in that way which will in the largest degree contribute to the proper prosecution of the Agency work, and serve the best interests of our subscribers as a whole.

With appreciation of the spirit of the resolution, we are

Very truly yours,

(Signed) R. G. DUN & Co."

After a general discussion it was moved and carried that the matters covered in these letters be referred to the Committee on Mercantile Agency Service.

The Committee on Credit Department Methods called attention to the action of the committee on credits of the National Association of Agricultural Implement and Vehicle Manufacturers in circulating amongst its members the blanks of the National Association of Credit Men and the Secretary was instructed to convey to the committee the appreciation of the Board.

The Secretary submitted a statement of the condition of the Investigation and Prosecution Fund showing a balance on hand of \$852.16, which amount the Secretary estimated would about meet the expenses of closing up unfinished cases which were taken up under the operations of the "Trust Fund." A discussion followed on this phase of association work as conducted by the local associations, and it was the sense of the Board that the Committee on Investigation and Prosecution be requested to use their best efforts to impress upon the local branches the advantages to be derived through the maintenance of prosecution funds.

Under the heading of Credit Co-operation a communication was read from Secretary Buck of the Credit Men's Association of Baltimore. Secretary Buck drew the attention of the Board to the lack of co-operation on the part of some of the Credit Bureaus. After due consideration of Secretary Buck's communication, the Board adopted this resolution:

"Resolved, That the Board of Directors of the National Association of Credit Men recommends the establishment and development of local bureaus for the exchange of credit information and further urges the fullest co-operation and interchange between the different local bureaus."

Under the consideration of fire insurance matters the following letter was read from Mr. G. Witherspoon, chairman of the special committee on the San Francisco fire:



"DEAR SIR: I beg to acknowledge receipt of your favor of the 11th inst., enclosing letter from National Fire Insurance Co.; also newspaper clippings.

I note your Board of Directors will meet the latter part of this month and that you would appreciate a statement of what progress your Committee on Insurance has made.

In reply, as Chairman, I beg to advise that I duly appreciate the magnitude of the undertaking in hand, and that so far from having made no progress beyond preliminary work, I am open for and would appreciate suggestions as to the best methods to pursue, and to that end will briefly outline what has been done.

Besides writing to my Committee men on receipt of your notice of my appointment, I have written to the Mayor of San Francisco as well as to the Governor of California, Insurance Commissioner of California, President of San Francisco Board of Trade, and President of Chamber of Commerce of San Francisco, asking for whatever information they might have on the subject—loss and payment of San Francisco insurance due to earthquake catastrophe—to most of which I have received general replies promising information later.

It appears to me that nothing definite and reliable will be available until after the Insurance Companies have made their annual report January 1st,—my idea being to await this report as a basis on which to work.

Very truly,  
(Signed) G. WITHERSPOON."

The Secretary reported that a pamphlet on adjustment bureaus, the publication of which was authorized at the Annual Convention, had been printed and distributed. The Secretary also presented a report covering generally the progress of adjustment bureau work.

Bankruptcy matters were considered at length. The Board was informed of the action favorable to the bankrupt law taken recently on the part of several representative trade organizations, prominent amongst which was the National Wholesale Hardware Association. The Board authorized the Chairman of the Committee on National Bankruptcy Law to take such action as might be necessary to protect the Association's interests in the amendments to the bankrupt law which are now before Congress.

It was then moved, seconded and carried that the next annual convention of the Association be held on June 12, 13, 14, 1907, Chicago, Ill., being the meeting place. The Board decided that the first and third days will be devoted entirely to the business of the convention, two sessions being held on each of those days. On the second day only one business session will be held.

A communication was presented from the Wichita Credit Men's Association, outlining the legislative work undertaken by that organization to which the Board gave its hearty approval.

The Utah Association of Credit Men presented for the consideration of the Board the question of legislative work in Nevada to which the Board gave its approval and ordered the letter referred to the Chairman of the Legislative Committee.

Invitations were received from the Utah Association of Credit Men and the Seattle Credit Men's Association to hold the convention of 1908 at Salt Lake City and the convention of 1909 in Seattle. The Secretary was directed to make suitable reply to these invitations.

The President read a communication he had received from Mr. C. M.

Ferrell in relation to freight matters. The Secretary was instructed to request Mr. Ferrell to submit the matter at the next convention.

The Secretary submitted to the Board plans for the establishment of a legal department by means of which the members could secure advice on points of commercial law for a nominal fee. After a full discussion, the Board referred the subject to the President and Secretary with power to act.

The President announced his appointment of a Committee on Revision of By-Laws and Constitution as follows:

Thomas P. Robbins, Chairman, Cleveland Hardware Co., Cleveland, O.; Charles Biggs, Hat Trade Credit Association, 13 Astor Place, New York, N. Y.; William A. Given, Pittsburgh Dry Goods Co., Pittsburgh, Pa.; F. W. Risque, Sieber & Trussell Mfg. Co., St. Louis, Mo.; Walter Walker, Harbison & Gathright, Louisville, Ky.

The Board ratified the action of the President and discussed generally the work which the committee is to undertake.

Vice-President T. P. Robbins, chairman of the committee appointed to draft resolutions on the death of Henry Monford Powell, presented the following resolutions, which were unanimously adopted:

WHEREAS, God, in His infinite wisdom, has removed from our midst, by death, our esteemed and valued friend and co-worker, Henry Monford Powell; and

WHEREAS, By his death the National Association of Credit Men has lost an earnest and devoted exponent of its objects and aims, a conscientious and enthusiastic supporter of its principles and purposes, and a member, friend and counsellor who had by his devotion to the cause gained a high and exalted position in the Association; now, therefore, be it

*Resolved*, That the Board of Directors of the National Association of Credit Men, in annual session assembled, at Nashville, Tenn., on October 29, 1906, hereby gives expression to the high esteem and appreciation in which the memory of Henry Monford Powell is held, and we here and now renew our pledge of fidelity to the cause he so ably advocated, and in which he was a recognized leader, and we further pledge ourselves to emulate the example set by him; and be it further.

*Resolved*, That we extend to his widow and family our deepest sympathy in the great loss they have sustained, and proffer them our condolence in their sad bereavement.

*Resolved*, That these resolutions be spread upon the minutes of this meeting, and that an engrossed copy of the same, duly authenticated by the signatures of the President and Secretary-Treasurer of the Association, be presented to the family of the deceased.

Resolutions were adopted expressing the thanks of the Board to the Nashville Credit Men's Association for their cordial and hospitable entertainment; to the Nashville Board of Trade for the many courtesies shown; to the press of Nashville for the interest exhibited and the favors shown; to the Credit Men of Texas for the very cordial treatment extended by them to President Fessenden, Directors Hutchins and Nance and Secretary-Treasurer Meek.

A motion was then made that adjournment be taken, which was seconded and carried. Thereupon, President Fessenden declared the meeting adjourned.

### **In Favor of Permanent Bankrupt Law.**

An attempt was made at the last session of Congress, in continuation of attempts made at previous sessions, to repeal the National Bankruptcy

Law. Beyond this, we believe, the promoters of the movement promised nothing, evidently intending, if successful, to throw the country back into the chaos of State laws, differing widely in their scope and effect. There are theorists who do not believe in any law to compel the payment of debts, either in whole or in part. Horace Greeley is credited with saying that if A owed B ten dollars, he didn't see any sense in calling in the rest of the alphabet to enforce payment; and there are some who follow him with the argument that if there were no laws whatever, there would be less reckless credit, and so in the end far less loss, not to speak of the expense of maintaining the vast collection machinery of the courts. This line of reasoning, if put into practice, would do away with insolvency courts of all sorts; but the likelihood is not large. As the conditions stand, bankruptcy courts seem to be necessary—and if bankruptcy courts, the country would be better off with a uniform system than with forty-five contradictory systems. We presume that the existing law does not work to entire satisfaction, especially to debtors; but State laws certainly do not, either. Those who oppose entire repeal, and who are, we think, entirely justified in their opposition, can hardly be said to do their whole duty in stopping there. If there are details in which improvement can be made, they should see to that also.—*Evening Standard, New Bedford, Mass.*

### COMMERCIALISM AS A SCIENCE.

**An Address by O. W. Wade, of Hirsh, Wickwire & Co., Chicago, Ill., Before the Chicago Credit Men's Association.**

This subject, as you have perhaps reviewed it in your own minds, is a far reaching one in its conception, and leads to a wide range of ideas, each easily combated by pro and con theories, and yet I believe it is one that many of you, like myself, have considered and reached the conclusion that commercialism is a science.

The scientists of old, those that were prominent in the history of time prior to the Christian era, and those of a later period, would perhaps have smiled with derision at any attempt to connect commercialism with the sciences, never realizing then, as we must now, that commercialism is a science with as great possibilities as any of the older sciences for which they were then so renowned, and for which they were looked upon with superstitious awe by their countrymen.

Had their minds been as broad in other directions, had they read the promise of a greater moment to come, in the scenes and mysteries of nature, they must have realized, as the scientists of more modern and our own times have, that the great magnet, to which sciences and inventions are drawn, was and is commerce, and yet it is perhaps due to conditions that then existed that they failed to expand their theories and grasp what was then dawning in the horizon—A Greater World, nations of vaster proportions, and a population that would wrestle with the problems that nature held out to them to be solved. And in these they would have read that there were other roads to Rome than the one little path that they were traveling laboriously over, only to find at the end of their journey that glory was not there, a country's gratitude and its plaudits were, if at all, but feeble, and the search and labor of a lifetime failed of appreciation, leaving to posterity only a recollection of their achievements without finding them adequately suited to the conditions existing at that period.

They simply failed to find then that the great scientific problems to be solved were more than theories, but rather should have been

practical benefits to the people's and world's wants. It is not for me to gainsay that their accomplishments were not useful or far reaching in effect, for they certainly were of great good, more particularly to the future. Their studies and researches opened a path for later events founded upon their theories, and the march of time produced others, who added to the knowledge left to them, expanding and widening upon the theories of those before them, so that to-day, we can triumphantly proclaim: Commercialism the natural heir has come to its own, in a science that covers the world and has made it possible to say that to its influences civilization is very largely indebted.

Let us stop in our march for a moment to review the theories that were advocated in support of the definition of science at that time. Aristotle, the most ancient and best known of the philosophical scientists, classified the sciences as theoretical and practical. His wisdom shown in this thought is like the beacon light of his day, enlightening the future; it is the all upon which we thrive—"Theory and Practice," both must be used in commercialism. Plato followed later with a classification or definition of the sciences as Dialects, Physics and Ethics. Still others called them Logic, Metaphysics and Physics, and others yet included Politics. I think the best definition was given by Bacon, one of the later day scientists, a man of broader thought, within whose soul was found the intuitive feeling of true scientism, who used a greater reason for reasoning, who touched the chord, and a responsive world agreed, when he said that Science was Memory, Imagination and Reason. This man saw the world's greatness dawning like the rising sun coming from an unknown beyond! He evidenced it in those three words; they are to me the foundation of all sciences, they are the ultra-fundamental principle upon which commercialism stands, from which it is nursed into progression, by those other adjuncts, Theories and Practices.

I think you will admit that these three words, Memory, Imagination and Reason, are the fundamental applications of all thoughts that tend to improvement, and are they not the sciences as a groundwork of successful commercialism?

A man whose memory is defective, whose imagination will not carry him beyond self, environment, and the present only, whose reasoning power will not expand beyond his vision or hearing, whose sordidness is the elementary essence of his life cannot become, by any power that we may apply, a successful unit of commercialism; he lacks the elements of science, and if he succeed in piling up wealth, it is not because he has earned it squarely and manfully in the battle of life.

Now take the other, whose memory can draw from the past and bring to the present subjects, characters, scenes and thoughts to mingle with the requirements of the living present, a man whose imagination is broad and full of humanitarian ideals, who does not dream, but draws from his imagination the best and most practical part for use, who can listen to reason, and give reason in return, and he will stand a fair chance in the battle of life, because he has the elements of commercial science within him. If he was otherwise trained in that direction, if he succeeds, it will be due to his efforts, and because he is endowed with the elementary principles of commercial science.

I believe it is admitted that all sciences are more or less related to one another. I doubt if the skeptics or unbelievers in either science or commercialism will deny that proposition, but what I desire to call attention to is that the sciences of to-day, or, rather those of our generation, whose existence is due to the researches of past generations, if



traced down along the circuitous route of time, will eventually bring you face to face with the everyday problem, the commonplace subject, the builder of civilizations and nations—Commercialism.

I do not know whether I am sufficiently versed to speak intelligently of the utilization of the ancient scientific ideas, but look at the more modern scientists, and their achievements; follow them if you please, and they will lead you most likely into the camp of successful commercialism, there to be lost in the labyrinth of modern theories and by virtue of practicability become engulfed as a part of commercialism. I am sure that there is not a representative of any industry here, whether it be a manufacturer, seller of raw material, a banker or a specialist on commercialism, but that will admit this as a fact. Then what right have you to dispute that commercialism is "Science"?

Let me not hasten my steps, but permit me to go back to cite that these ancient scientists, perhaps unknown to themselves, were then already steadily drifting with the tide into commercialism, while they did not realize how close they were to the abyss that would draw them into the maelstrom of commerce.

Aristotle, who, as I stated before, was probably the greatest light of all those early day scientists, was a prodigious writer for pay. His books, in which he treated on the sciences, brought him at that time an amount almost equaling a million of dollars. What was the selling of this knowledge in book form but commercialism, founded upon a science? His scientific thought and researches were so ably presented in readable form, and were so attractive and in such demand that they became of mathematical value and an article of commerce. It would require no very deep search in history to find others of like renown in that and later periods, who labored scientifically, but to reap later on commercial benefits and values for their efforts.

Among the foremost of all the sciences mathematics may well be placed as the greatest, because of its infallible necessity to commerce; it has been the means, first of all, by which construction of all objects can be figured out to a nicety in everything pertaining to architecture. It is the scientific principle that underlies the building of our homes from the most humble to the greatest and most magnificent. It is best evidenced in the great structures that house our articles of commerce; it has reared palaces of art; caused the building of railroads and their adjuncts—trestles, viaducts, bridges, of which the latter are marvels of scientific engineering; it builds our great ships, connecting by a landless space from ocean to ocean the countries of the old and new world. It has done and is doing more than that every day and every hour in giving the values of what we offer to one another; it is of greater good and power than aught that has been unearthed from nature's unfailing theories, and is to commercialism the element, as is oxygen and hydrogen to the necessity of life.

You cannot turn in life from right to left, back or forwards, but you bump up against that science and others, whose practical importance crowds all else aside to attach itself to commercialism. They are as essential to life, as bread is to satisfy hunger, or water to slake thirst.

The peoples of the world, if you will permit your minds to retrace the steps of history, and charge them with the events as they appear (watching the while the procession of generations in doing so), had for their fundamental existence the theory of commercialism born within them, and even the earliest ones, the most primitive races of ages ago, and those perhaps of before even authentic history was existent, practiced



in connection with it in their untutored way the crude theories and practical parts of scientism; their vessels, implements, even those of war, of all kinds, their trinkets for the adornment of their person, might well have been called a scientific achievement, when you consider that they were the outcome of an unlettered mind, with nothing to create them but their hands. That was scientific, was it not? And these productions were bartered and traded away to others who had something else to offer in return.

There is where scientific commercialism began, and it has grown apace with the wants of the people. As a generation passed away and another took its place civilization kept apace and enlightened man. Commerce grew as did the scientific theories of the people, and as barbarism was gradually cast aside, and a new light came to them, because of the advancement of civilization, education likewise came; advances were made from one century to another, so that to-day we can point to results that encompass the entire globe, as being largely due to the achievements of a scientific commercialism.

If you will draw upon your imagination, and call up the generations of the past, and watch them, as they pass in review before you, you will note with the dawning of each century the improvements in everything that enhances the comforts of life. From the open air, or outdoor life of the savage of earlier days, to the later days of the hut as a protection against the elements; from the raiment of skins of the beast to a covering of woven materials as a wearing apparel, to improvements within the hut or cottage to make living a greater comfort; to the use of beasts as burden bearers rather than man, who was in the early days the carrier of his possessions, as he wandered from place to place in the changing of his habitation. Later came other and better methods of transportation, and by degrees we are led up to see the comfortable modern home, a people happier and more contented, the home embellished within and beautified without; education sought after and eagerly accepted; thrift practiced and labor looked upon as essential to the well being of existence, and as incumbent upon man for the support and nourishment of the family.

Each mile post that marked a new decade was a monument to a greater achievement, and to what was it mainly due? Not to war, for that is not a civilizer. Not to scientific achievements alone, for they would be barren of results, if the possibilities of practicability were not present. To commerce? To that in the main is it due that the world has progressed.

Will you doubt this thought founded upon facts? Will you still believe that it was war that wrought these changes in man? That caused him to improve? That led him to emerge from the crucible that is suspended over the fiery furnace of life? If so, ask yourself what has war done, or what have the warlike nations of the past done towards civilization? Have they perpetuated their existence? No! History they have made, unqualifiably so, but beyond that the benefits of war have been only in the lesson that it imparts to us, and when reason is applied, deters us from entering upon a warlike movement, except only when our safety is menaced; when imposition is attempted upon us; when our rights are relegated without cause, or our commerce is infringed upon or threatened. Where are the warlike nations of the past? Most of them serve only as a recollection of a former greatness, and those few that remain as a factor in the world's progression are of so minute im-

portance that they do not count in the rearrangement of history or progression.

Carthage, once great in history, as a center of civilization as that term was then considered; Assyria, Phoenicia, Macedonia and others are no more. The devastating evil of war has erased them from the map of the world. Rome, once the greatest empire on earth, has ceased to exist—bloodshed was her first and only thought, and she fell, very justly so. Her decline and fall were due to the immoralities of her people and to her constant wars. Her factions fought, not for civilization, or commercial supremacy, not to advance sciences, but to fill her coffers with the gold of other nations, and the captives in which they trafficked. Had her efforts been diligently used as a builder of civilization in the sciences and in commercialism, who knows but that to-day she might yet occupy the position she once so proudly held in the ancient world's history. Had she listened to the voice of reason and been the possessor of a Franklin, an Agassiz, a Humboldt, a Huxley, a Newton, a Dalton or other latter day scientists, her people's wants, then less trained in war, would have brought about a scientific commercialism, such as the nations of the present civilization are fostering. But no! War—devastating war!—with all its horrors, with all its bloodshed, was her first and only thought, and she fell.

The nations of to-day have profited by the sadder experiences and downfall of others. Here and there remains still a black spot upon our escutcheon of civilization in a limited number of countries, where ignorance reigns, where oppression is dominant, where intolerance and prejudice holds sway, where memory, imagination and reason have as yet found no abiding place, and where naturally a scientific commerce has not been developed. It is to be hoped that the influences of neighboring nations and the civilized world at large will cause the delinquents to halt and ask themselves the questions, Why do we fail to reap the good? Why can we not sow as others, and harvest the good, as others do?

If this thought has not come to them; if they do not realize that war and revolution must end in downfall; if they do not sheath the sword and still the sound of war's life destroying arms; if the government and its people do not open their thoughts and hearts to reason and look for greatness, for peace, for goodness, for advancement and for toleration, and turn to commerce, like we have; if science for the good of all and for the progression of commercialism is not considered of greater importance than war, then they will fall as other nations have, and cease to exist only as a recollection and as an example of perfidiousness and so-called semi-barbarism; an unfit companion to those nations of their time, blotted out of existence because they failed to see the opportunities, to grasp them, to take them to their hearts and nurse them into stronger life, as those others did, who will continue to live and prosper so long as they foster commerce.

I have dwelt in, and on the past, because I wanted to demonstrate particularly in the remainder of my subject, that where the present to the past is compared, it will be quickly grasped that commerce, particularly that to which the sciences are applied, is responsible for the marvelous growth of the world, and particularly of our own country, since the opening of the 19th century. Let us survey, first, the progress or the dilatory movements of the old countries in Europe or those of the Asiatic part of the world.

Russia and Austria have made but slow advancements in commerce, because first of all their people are dissatisfied for various reasons, dissipating their time in dissensions or revolutions, thereby overlooking their

welfare, occupying themselves with endeavoring to remedy the evils of their governments, and perhaps, very justly so, losing the opportunities that the world's wants are offering in the enlargement of their commerce, that might be naturally enhanced, if they were alive or were permitted to be alive by governmental assistance in that direction. Russia's exportation is limited, because when compared with its resources and their possibilities, it is but a small portion of what they could produce and offer. They are hampered because of the lack of knowledge of commercialism, scientifically applied.

Austria, though more peacefully inclined, has for some reason not enjoyed that prosperity which is an heirloom to commerce.

On the other hand, turn to Germany and see, warlike though she was, yet she has nevertheless reached out into every country of the globe to pluck the fruit of gain that she bids for in her desire to typify friendship and enlarge her commercial relations with others. She applies the enlightened theories, necessary to bring the buyer nations to her door; she utilizes every reason and science as an aid to her commercial ventures and bids for the favor of this and other nations, so that her commerce has grown to a greater extent than can really be estimated.

England's position commercially has been of the highest order, and notwithstanding that she calls the Americans a "nation of shopkeepers," she is perhaps by far the greatest trader of the civilized world. Her ships may be found plying the waters in the direction of every other country where civilized man abides, and even in those where semi-barbarism has as yet not been displaced. She employs progressive measures to enjoy the confidence of those with whom she wishes to exchange trade relations, and evidences in this the principles of science, which salesmanship or the shrewd buyer employs in striking a bargain, either one way or another.

This is what may be called progression! Progression, which is the father of the thought to achieve—it is one of the elements of all sciences, it is the indomitable force of nature, that breeds within man the scientific thoughts, that leads some into the channel of theoretical scientism, and others into the channel of practical science, that science that is bounded by commercialism.

It is due to her progressiveness that England is to-day the largest of all creditor nations; she utilizes every principle of commerce of the highest order, every science to improve her wares, wherewith to hold herself high, in the esteem of the debtor nations, not alone by her articles of commerce, but by her methods of commercialism, and she may well be taken as an example for others in many ways for her high class scientific attributes of everything that pertains to the getting of trade. Let us turn from England to that rapid growing island empire—Japan, in which country we have an example in many respects worthy of emulation. A half century ago she was an unknown quantity in the council of nations, little dreamt of then as a possibility for the making of such rapid strides as she has accomplished within that period. We must admire her for her valor in her conflicts with China and Russia, which were practically forced upon her. It was mainly in the interest of protecting herself against the aggressions of others who were attempting inroads upon the geographical lines of her territory, and to protect her commerce for the benefit of her people, that she entered into her latest conflict with doubts as to its result. For fifty years, since she awakened to the influences of civilization, she sought by peaceful means to open and further her trade relations by every honorable and friendly method with the European and American countries. What she has accomplished in that

direction within so limited a period is most assuredly commendable, and it cannot be denied that to have enlarged her commerce in so short a time must bear, as it does, the unmistakable stamp of scientific commercialism. No country could have accomplished as much, if every science applied to the getting of trade had not been brought to bear in obtaining the result, as Japan did. Let us not judge her by her wars, but by the peaceful methods and friendly manner with which she reached out to obtain what every progressive civilized nation has sought—commerce.

Not so with China, still sleeping as she has been for centuries. No offer of friendship or trade relations could influence her to extend her friendly hand in return. The overtures for the acceptance of civilizing influences were rebuffed and turned aside. Why? Because this mastodon of nations was not amenable to reason. Her memory rested only on the dead past of her ancestors, whose posterity was as blind to the future as they were themselves. Their dulled imagination could not reason out any benefits to themselves, and the people and its government plodded on, suspicious of everything that was not China, Chinese, or Chinese-like. Where memory is dulled by blinded superstition; where imagination will not take unto itself something progressive, or revel measurably so in a possible beautified future; where reason will not respond, there sciences find no abode, and commercialism as a science can not be awakened. So China has slept on, but she soon will be awakened—as the thundering knock for admission is sounding at her portals.

By every step so far I have endeavored to show that commercialism is a science the world over, but it remains for me to dwell upon the country most interesting to us—that of our own America. Look at the magnificent proportions of our commerce. See what has been accomplished in a little over a century's existence. Step by step we have grown so that our merchandise and our products of the soil and of the brain of man are in demand from one end of the globe to the other. I admit that we did not in our national infancy display these scientific theories and practices to attract others to our wares and our manufactured articles. They were at first crude; they lacked beauty and symmetry, with which to appeal to the eye that sees, and the heart that wants. Little by little science came to our aid—we beautified the article, we presented it artistically to those that wanted, and they bought. Why should we, the youngest of all nations, have built up so stupendous a commerce? Were the materials of our manufactured articles better than those of other countries? Was it not our knowledge and application of the sciences to what we made that caused our articles of commerce to be in demand? Our machinery of all kinds, whether for the use of the farmer or for the manufacturer, is sought after from every country where civilization holds sway. Deny if you can that science was applied in accomplishing the marvelous workings of them.

Did you ever watch the throbbing, life-like movements of an engine, stationary or movable? Did you reflect the wondrous powers that it exhibits and the precision with which each part responds to its assigned place, and the hand that guides it? Did you ever see a locomotive flying over the rails, and not feel that indeed science—wondrous science, the memory, the imagination and reason of man accomplished it? Is steel, so great a factor in our nation's life and in the life of every other nation, not a very decided scientific production? Is the building of ships that float over the ocean made of this scientifically treated metal not a revelation and a scientific achievement? All of this is part of scientific commercialism.



And what of electricity? Its force, its marvelous qualities of light and power, its application to telegraphy, to the telephone, and lastly to the wireless method of transmitting words and messages from point to point on land and sea, and the other practical uses to which it can be applied—it has been harnessed to commercialism, and remains in fact an integral part of scientific commercialism.

The material that makes your garments is a triumph of science in its texture and in its coloring. We might go on and name the long list of everything that we use and not a one but that is a result of some scientific achievement. You, gentlemen that manufacture, who give your best thoughts and studies to the production of your choice are scientists. The skilled men in your employ that help to produce, are scientists. The salesman who presents your products to the prospective customer is most assuredly a scientist, for salesmanship is an admitted science. His address, his bearing, his manner of presenting tactfully the articles that he offers, his discernment of when and how to speak and his knowledge of human nature, which a good salesman must be endowed with, are the sciences that go hand in hand with the others that go to make commercialism a science. Indisputably so.

You, the heads and managers of industrial institutions which you represent are the factors in building up our great commerce; you belong to a class of scientists, as high as any of the many renowned minds of our modern history. There are many among that class who started life as mere lads to perform some seeming menial duty in the large firms in which they are now the accredited heads. They climbed the ladder from the lowest round, steadily and slowly. With every step some new problem was solved and the experience from that first round to the uppermost one was a scientific feat and an achievement. This broad land has no monument greater nor more imposing and beautiful than the many commercial houses in cities, large and small, which evidence thrift and a magnificent scientific achievement.

The retailer in hamlets, towns and cities, who began commercial life in a small conservative manner and has grown as the most important factor in commercialism is deserving of a place in the ranks with those other commercial scientists, whose names have become a watchword to the nation and its progress. It is he who buys what is manufactured and produced to distribute in turn to those that need and buy for use.

Among all of these important factors, none rank so high, nor cause so much to be done by others than the farmer and the miner—they, too, are deserving of a place in the ranks of commercial fame for the fruits of their labor—the one for what he coaxes from the soil—the other for what he digs from under the soil. They supply scientific commercialism with the fruits of their efforts creating a possibility for a world's larger commerce.

In our needs, as we dig, as we delve, as we make and as we distribute, we turn to the banker or to the financier through whom it has become possible for us to expand our affairs beyond our own resources. His keen scientific insight must be exercised with care and caution to advance aid to the worthy applicants. It is to this class, the captains of our monetary institutions and holdings, that we must accord in turn a place as a link in the chain of scientific commercialism.

And lastly, but by no means the least, I turn to you, my friend, the credit man, the balance wheel of the commercial institutions of this and every other land, where commerce dwells, lives and thrives. We may

well say that you regulate the volume of business, and that you classify it according to your thoughtful judgment. You turn aside a doubtful proposition and again you pass favorably upon the other that appeals to you as a reasonable risk.

As the scientific chemist who studies some idea towards a development and anxiously watches the actions of the ingredients that he utilizes, so should the credit man watch the characteristics of each account. You cannot forego without injustice to yourself and the house whose reins you hold in your capacity to enter upon a research of the past history of your applicant for credit.

The reports that come to you through all channels regarding your prospective customer should be read with care, first literally so as to get the drift of what it is intended to convey, and then more properly so, with your views and judgment in full play; in other words, you must read between the lines, and if a thought comes to you, that differs in its aspect from what is there presented to you and your judgment, halt till memory, imagination and reason come to your aid and assist you to determine the vexed point and question. Prejudice, favoritism or enthusiasm should find no place in the mind of the man who passes upon credits; the absolute science of his calling must be coldly applied to develop in your mind the feeling of satisfaction that your applicant is entitled to your consideration. It sometimes happens that the customer with a high credit and financial rating proves a poor risk, while another, who has made favorable progress from a small beginning, who has plodded on and made headway slowly, is, after all, a better subject for a moderate line than the other.

Practically so far as my experience goes, there are no fixed rules for extending credits, but whatever the rules are, they are unquestionably founded upon an intuitive science, and it has always been my opinion that the credit man is a scientist, and effectively so, as the foremost in commercialism. I do not mean to convey the idea that others in their particular branches of commercialism are not his equal as compared to the making of credits, but I believe from the position that he holds, it is easy from a force of circumstances that surround him, for him to reach that pinnacle of scientific commercialism not so easily attained by others.

One of the opportunities to display the credit man's talent in that direction is where he meets his applicant for credit in his office and endeavors to get from him direct information. The first impression on the customer should be that after all the credit man is not so bad, as he is always pictured, for even the salesman often speaks in low tones and with awe of the credit man. If the customer is made to feel at ease and you do not ply him with questions, except to draw him out here and there, the chances are favorable that he will tell you all he knows of himself, and oftentimes something not particularly to his credit. Listen to what he has to say; look him straight and kindly in the face and he will soon forget that he refused to make a written statement, and finally signs it before he fairly realizes that he has given you what he did not intend to give, and what you worked to obtain.

I have had a number of that kind of experiences, and you, no doubt, have also. I might go on and talk indefinitely of the credit man, his ways, his characteristics, his faults, his good or indifferent points, but I am sure no one can or will deny him, whether as a member of the firm, or as a salaried man, the exceptional quality of scientism, needful to every house, large or small, that sells something on time.

Gentlemen, I beg you to believe that I am not trying to pull science down from the elevated standard accorded it by the opinion of the world's loftiest thoughts. I am rather endeavoring to prove that commercialism is a science, so lofty that it must be accorded a pinnacle of greatness on a parallel with any of the other sciences.

What we in the United States need to perfect our commercialism as scientific, are ships to carry our materials, our manufactured articles and our farm products, ships, gentlemen, over whose mastheads shall float the "Stars and Stripes" our beloved emblem of freedom of thought and speech, and of liberty for ourselves and for our posterity. When we are the proud possessors of that class of vessels and enter the harbors of every country bordering on the oceans of the world, we will be known and respected as a nation that owns commercialism as a science.

### **The Credit Department.**

By R. O. GREEN, GREEN-WHEELER SHOE CO., FT. DODGE, IOWA.

The credit department is not the least of the responsible departments of a manufacturing establishment. In fact it is not the least important in a retail business if much credit is given. It is important that the principles upon which credit should be based be kept well in mind, if it is necessary to do a credit business. Large capital is not a necessary factor to enjoy a good credit. Of course the word "good" as used in this case does not express the magnitude nor the volume of credit, but is intended to convey the meaning of proportionate credit. For instance, a credit can be good if limited to only \$100.00. In other words, credit is a commodity in a certain sense and to preserve it certain inviolable rules must be adhered to.

A firm with a good credit doubles its capital at least. A few words as to what credit is and what is necessary to acquire it. Credit as applied to merchandising is the faith or confidence you place in the person to whom you sell goods, that they will pay for them at the price sold and at the time due and according to the terms of sale. Each or all of these conditions can be disputed or abused with a consequent loss of a degree of credit. The essentials to be possessed by one seeking credit are Character, Capital and Ability. I place character first because without character permanent credit cannot be procured. Capital comes next because it is necessary for a person to have capital or to soon acquire it before credit can be permanent. Ability is as equally important to maintain credit as the other two. Character and Capital are the corner-stones and Ability the superstructure of a well-established credit.

It is important to know in this connection what character is. It is a term sometimes confused with reputation. There may be a wide difference. Character is what we are; reputation is what we are supposed to be. One may have a reputation of a high and lofty character, or the reverse. The individual, if he be awake to his own interests, knows what his character is better than any one else. The relation of a man to his fellow men, his honesty, his truthfulness, his promptness, his adherency to the teaching of the Golden Rule, are but qualities of the character on which his reputation should be builded. You can therefore see that character, speaking of it in its better sense, is necessary to the establishment of a good credit. Capital is necessary to give stability to credit. An individual may start in business without capital, if he has a large degree of ability and the environments are favorable, but capital must be accumulated soon, or the credit cannot possibly be stable nor enduring.

Ability is a qualification which must exist if permanent success is to be expected in any business. It is important therefore that a person starting in life should be reasonably sure that he has selected a business for which he has the proper qualifications of success. A man must like his work or he cannot hope to gain the proper degree of success—after that, indefatigable industry and persistency and the cultivation of concentration of will power upon the particular work at hand “spells success.”

Modern business methods have much to do with the economy of manufacturing or the ability of a firm to economize in the expense of doing business so as to meet the sharp and ever increasing competition of business.

Our business is systemized in the Credit Department very completely and yet the system is not burdensome nor unwieldy. Reports from agencies and all information is filed in a folder which bears a number. These folders are filed in a cabinet. This cabinet has drawers. Each drawer contains 200 folders, the first drawer being numbered from 1 to 199 inclusive; the next drawer 200 to 399 inclusive, and so on as many as you need. A separate index case contains small cards filed under an alphabetical index so that the name can be easily found. On the card is the customer's name, address and the number corresponding to the folder in the cabinet. When information is desired on a dealer the index card bearing his name is referred to and the number on the card indicates the folder containing the information. Right here let me say that no dealer or firm should ever refuse to make a statement. Remember that the credit man is your friend, or wants to be, and you can make him a valuable friend if you will do your part.

When orders come in they are OK'd by the credit man and then pass to the manufacturing department which you have been told about.

When the goods are shipped and the account is posted, a memorandum is made on a slip properly ruled, giving the name of the customer, the due date of the bill, the amount of same and the total amount owed by the customer. This slip is placed in a file under the first due date. This account file is a square box, small enough to place on the credit man's desk and contains loose cardboard indexes placed upright. These cardboard indexes are headed by the months of the year and the days of the month from 1 to 31 inclusive. Behind each card bearing the proper month and day of the month, the memo slip is placed. Every day the bookkeeper takes the slip out for that day and sends statements and sets the slip ahead to the date when he wants it to come up again. This case containing these slips is consulted from time to time by the credit man.

Among the essentials required in a credit man is the proper consideration of the fact that a house and its customers should work along the lines of mutual benefit to each. Unless this condition is established, no permanent result can be reached. Honest practice of making goods with a fair profit on the part of the house and paying for them according to the terms of the sale on the part of the customer is the keynote of this policy and it is the policy which our house makes every effort to comply with. If mistakes are made they are unintentional and a reasonable opportunity is asked to correct same.

#### **Michigan Bulk Sales Law Discussed.**

The *Michigan Tradesman*, published at Grand Rapids, Mich., in its issue of Wednesday, September 26, 1906, editorially discusses the decision of the Supreme Court of that State, whereby the constitutionality of the Bulk Sales Law is sustained as follows:



"It naturally affords the *Tradesman* much pleasure to be the first publication in the country to present the full text of the decision handed down by the Michigan Supreme Court last Thursday, sustaining the validity of the so-called Sales-in-Bulk law.

The decision is well worded, clearly expressed and can leave no doubt as to the meaning of the court and ought to render the future application of the law easy. The subjects of attachment, garnishment, etc., have been disposed of in other States in a way that leaves no opportunity for them to dodge under our law. Of course the receivership clause is of material benefit, but the law can be used all right without it. So far as the *Tradesman's* information goes, no other State has that clause in its laws. It will be a very great help in compelling purchasers to account for the property received by the sale.

For years one of the greatest evils of the mercantile business has been the secret sales of stocks of goods in bulk.

This law was passed to regulate such sales, to prevent defrauding of creditors. The object of the act was to suppress a widespread evil, well known to current history and condemned by repeated adjudications from time out of mind. That evil is the tendency and practice of merchants who are heavily in debt to make secret sales of their merchandise, in bulk, for the purpose of defrauding creditors. The records of the commercial transactions in the State show many thousands of dollars lost to creditors and a consequent loss to the legitimate retailer who has to come in competition with a bankrupt or fraudulently obtained stock of goods. A legitimate dealer cannot compete in price in a sale of goods with a thief. Common observation shows that when a dealer has reached a point in his business career where he cannot go on, owing to the claims of creditors, the temptation is strong and the practice common of making a fraudulent sale. Fraud works in secret and the bargain is closed and the purchaser in possession before the creditors know anything about it and the debtor has absconded or left the jurisdiction of the court, as was done by both principal defendants in this case. The evil is difficult for the courts to handle because the evidence to uncover the furtive scheme must, as a rule, be drawn from hostile witnesses, usually relatives or intimate friends of the seller, who took part in the fraud and shared in the plunder. All those who have had to do with the investigation of such transactions realize how well these frauds are protected by the forms of law and how frequently they are defended by perjury. The form of the fraud varies with the skill of the perpetrator and his advisers, but the unvarying purpose is to enable the debtor to hold and enjoy property equitably belonging to his creditors. Inadequacy of consideration, absconding with the proceeds of the sale and the preference of fictitious claims are familiar methods. Many other means of holding on to property and concealing the facts are resorted to, and it is not uncommon to see a dealer in possession of all that he had before he failed and acting under another name, carrying on the same business with the same stock, all unpaid for, in unblushing defiance of his creditors. Whatever the method of committing the fraud, its success depends on secrecy and perjury.

When a merchant owes more than he can pay he has no substantial equity in his stock of goods, and the claims of his creditors are superior to his own. The courts may not only prevent him from parting with his property, but may seize and sell it and apply the proceeds upon his debts. If an execution issued against his property is returned unsatisfied, he may be compelled to disclose under oath all his business transactions, tell what he has done with his estate, both real and personal, and the

proceeds thereof, and if he still holds any property in the name of some one else, to divulge all the facts relating thereto—he may be imprisoned on civil process and punished criminally for making a fraudulent disposition of his property, and any person who is a party or privy to the fraud may be punished in the same way. Interference with his liberty and property by such methods has never been successfully questioned as a violation of fundamental rights. Many restraints upon the freedom of contract, some of which reach back to our colonial history, have passed without challenge, or, if challenged, have uniformly been sustained as valid. The Statute of Frauds, the act to prevent fraudulent conveyances, insolvent laws, the Recording Act, the prohibition of usury, lien laws, regulations in relation to chattel mortgages, conditional sales and preferences by corporations and in general assignments, show in how many ways and in what varied forms the Legislature may properly restrain freedom of action in commercial transactions in order to promote the general welfare. Originally all parol contracts for the sale of personal property were valid and it was unnecessary to make delivery or payment wholly or in part. The Recording Act was unknown, and transfers in writing, whether absolute or conditional, did not have to be filed. Now, however, many statutes require business to be transacted in a certain way, and that constructive notice should be given in order to protect creditors and innocent purchasers. Such interference with liberty and such limitations upon the use of property, although arbitrary and inconvenient, have always been regarded as valid in order to prevent fraud and promote justice.

While commerce is hampered to a limited extent in some ways, it is protected and promoted to a much greater extent in other ways. The inconvenience of the restraint is less than the evil done away with.

The statute now held valid was passed for the same general purpose as the most of those mentioned. It is aimed at the same evil which is admitted to be both serious and common. It does not prohibit a sale of any kind, but it provides safeguards against secrecy, which is the bulwark of fraud. It simply requires that notice of what is to be done should be given in advance, personally or by mail, to those directly interested who are frequently made the victims of fraudulent sales."

### Meetings of State Legislatures.

The following table shows the dates upon which the legislatures of the various States will convene. Local Associations of Credit Men are already at work on important measures which will be presented for enactment in a number of them:

Alabama .....	January 7th .....	1907
Arkansas .....	January 7th .....	1907
California .....	January .....	1907
Colorado .....	January 2d .....	1907
Connecticut .....	January 2d .....	1907
Delaware .....	January 1st .....	1907
Florida .....	April 2d .....	1907
Georgia .....	June 26th .....	1907
Idaho .....	January 7th .....	1907
Illinois .....	January 9th .....	1907

Indiana .....	January 10th .....	1907
Iowa .....	January 14th .....	1907
Kansas .....	January 8th .....	1907
Kentucky .....	January 14th .....	1908
Louisiana .....	May .....	1908
Maine .....	January 2d .....	1908
Maryland .....	January 1st .....	1908
Massachusetts .....	January 8th .....	1907
Michigan .....	January 2d .....	1907
Minnesota .....	January 8th .....	1907
Mississippi .....	January .....	1908
Missouri .....	January 9th .....	1907
Montana .....	January .....	1907
Nebraska .....	January 1st .....	1907
Nevada .....	January 21st .....	1907
New Hampshire .....	January 2d .....	1907
New Jersey .....	January 8th .....	1907
New York .....	January 2d .....	1907
North Carolina .....	January 7th .....	1907
North Dakota .....	January 8th .....	1907
Ohio .....	January 6th .....	1908
Oklahoma .....	Probably September .....	1907
Oregon .....	January 14th .....	1907
Pennsylvania .....	January 1st .....	1907
Rhode Island .....	January 1st .....	1907
South Carolina .....	January .....	1907
South Dakota .....	January 7th .....	1907
Tennessee .....	January 7th .....	1907
Texas .....	January 8th .....	1907
Utah .....	January 14th .....	1907
Vermont .....	October 3d .....	1907
Virginia .....	January 8th .....	1908
Washington .....	January 14th .....	1907
West Virginia .....	January 9th .....	1907
Wisconsin .....	January 9th .....	1907
Wyoming .....	January 8th .....	1908

### Must Surrender Books and Answer Questions.

Judge Hough, of the United States Court, Eastern District of New York, has fined two bankrupts named Fellerman \$250 each and committed them to jail for swearing falsely before a court. In a decision Judge Hough holds that bankrupts must not only go to court and submit to the form of an examination, but must really give up their account books and answer questions about their business affairs or go to jail.

In the Fellerman case the examination proceedings, in which a few facts about the business were sought, dragged along for several months

and threw little light on the affairs of the bankrupt firm. The trustee, on the advice of counsel, petitioned to have the bankrupts punished for contempt for swearing falsely and giving evasive and contradictory testimony. While the bankrupt law provides that a bankrupt must submit to an examination, many bankrupts have been able to evade disclosing much about their business, and in doing so have had legal assistance. It is to be hoped that the day of reckoning will soon come for those members of the legal fraternity who do not hesitate to enter into a conspiracy against the United States by pointing out to bankrupts how the provisions of the bankrupt law may be evaded. The merchants of New York, who have organized a protective association for the purpose of combatting and exposing attempts to defraud, deserve great credit for the vigorous manner in which they have undertaken to curb the efforts of those fraudulently inclined. As all business men well know, the individual expense attending such an undertaking is enormous, but the burden can be lightened through combined effort. The adjustment bureaus, which have been established by many of the credit men's associations, can be made powerful factors in the fight against commercial dishonesty. Every bankruptcy case should be closely scrutinized. This can be done at a minimum of expense by united action through the medium of such bureaus.

### **A Contribution to Credit Literature.**

We have before us from the pen of Wm. A. Prendergast the latest book on Credit. The writer's prominence in the Credit Men's Association and his long time familiarity with the credit question should be a guarantee of the good quality of his literary effort on this subject, and the book is not a disappointment. One of its strongest characteristics is the orderly manner in which the different questions are marshalled, evidencing the care with which the work appears to have been undertaken.

The book is divided into five parts:

- I. The Function and Organization of Credit.
- II. Its Primary Divisions.
- III. The Credit Department and Sources of Credit Information.
- IV. Credit Office Administration.
- V. General Questions.

The discussion of the different divisions of credit, such as banking, capital, public, personal and commercial credit, is conducted in a matter-of-fact style that gives a comprehensive survey of "the subtle and lasting control which credit diffuses" in the world's affairs.

The chapter on "The Banking Credit Department" ushers in the more practical portion of the book, and indicates that the writer is evidently at home in discussing banking credits. A large number of forms are displayed. Different types of the same character of forms, particularly in respect to property statements, are shown, so that the reader is given an opportunity to study the varying methods and policies which are followed by banking credit men.

The writer has chosen a happy and safe plan in our judgment in giving to the many branches of the credit men's work an attention that at the outset seems to disavow either inclination or intention to exploit any pet personal ideas as to how information should be obtained, the nature of it, or the management of accounts. That he has a knowledge and control of these subjects is plainly evident, but he does not hesitate to present the views of others and give them ample consideration. The



Mercantile Agency is defended from many of the criticisms made upon it, although certain of its charged shortcomings are vigorously portrayed. Credit co-operative methods are explained in detail, and what the writer has said on this subject should be a real help in the propagation of a healthy support of credit co-operation by business men generally.

The analysis of credits, the relative importance of character, capacity and capital as elements of credit, the nature of assets, the methods for safeguarding credits, the duties and characteristics of the credit men, the handling of collections in all their different phases, and credit insurance furnish ample material for interesting discussion. There may reasonably be a marked dissent from the conclusions reached by the writer on some of these subjects, notably on the prerogatives of the credit men, collection systems, and credit insurance, but such disputation as he may provoke or encourage is certain to be both intelligent and good natured.

As might have been expected, the chapter on "The Bankruptcy Act" is one of the best features of the book. Here Mr. Prendergast is at home. It is questionable whether a better statement of bankruptcy, from the viewpoints of history, ethics, politics or commerce, which had to be condensed into a comparatively brief space, has ever come from the pen of a layman. As a guide to bankruptcy law it is admirable.

In the concluding chapter of the book Mr. Prendergast discusses the origin of the credit association movement and its growth; also the study of credit, and explains the attention accorded to that question in scholastic centres. He makes a strong plea for a better and broader study of the subject, and says, "if the credit man is to measure with correct judgment the elements that determine man's standing in society, his character, his ability, his worth, his prospects, and his power of accomplishment, this can only be done by a knowledge of the conditions that surround him, with which he deals, and by which he is largely governed. A man's ability to interpret the true nature of these conditions will be assisted immeasurably by his familiarity with those precepts of human action and those principles of agricultural, industrial, and commercial development which have controlled the destinies of mankind and promoted the progress of civilization."

Mr. Prendergast makes frequent mention of and reference to the National Association of Credit Men, and uses many of the forms for credit office work that have been prepared under its guidance. The book also contains an index. (D. Appleton & Company. \$1.50; by postage 12c. extra.)

### **Men Make Credits and Credits Make Men.**

AN ADDRESS BY GEORGE G. FORD, OF ROCHESTER, NEW YORK, BEFORE  
THE LOUISVILLE CREDIT MEN'S ASSOCIATION ON THE EVEN-  
ING OF OCTOBER 31ST, 1906.

I am deeply sensible of the honor conferred upon me in being especially invited to address you this evening.

As a new member of the Board of Directors I am glad of the opportunity to express publicly my keen appreciation of the wholly undeserved compliment which has been paid me in elevating me from the rank and file to this place of honor and preferment. I cannot be honest and refrain from saying that it gives me the utmost satisfaction to feel that my friends should first consider me eligible for such a place, and later express their confidence in so flattering a manner. I have always been proud to be a member of our organization, and I am especially proud to

be associated in the capacity of director with the representative business men with whom it will be my privilege to serve. I assure you all that I shall strive to serve the cause as faithfully as my circumstances and ability will permit.

I wish to say just a word to you upon a subject which has been much in my thoughts of late. I shall, however, draw upon your time and patience but for a moment.

The function of the credit man is primarily to make credits, but I believe some of us at least may not realize to how great an extent our actions and decisions may make or unmake business men. Personally, I am sure I have not hitherto given this question due consideration.

Modern business has evolved certain terse and epigrammatic sayings which are now in such general use that they might be called Twentieth Century Business Proverbs. To-day one can scarcely fail to find posted conspicuously somewhere in the sanctum of the credit man or office manager some such injunction as "Don't Worry—Work;" "Do it Now," and others of like import, and who will deny that in the stress of the intense application to business problems that is required of us in these times, some inspiration and courage is not gained when the eye falls upon and the mind comprehends these homely though timely suggestions.

I want to suggest another proverb for the oftentimes anxious and perplexed credit man for his particular guidance when he is exercising the judicial function in relation to credits, which function is inevitably charged with the possibility of loss or gain to his house always, and to himself personally, often. I would have him keep before him always this thought—*"Men Make Credits and Credits Make Men."*

I believe there is nothing in the commercial history of the past decade which is more marked and more expressive of real reform and advancement than the awakening which has come to those who manage the vast credits which are daily extended to the business community, to the fact that co-operation is better than coercion, that open business intercourse is better than private intrigue, and that action in concert nearly always means increase in profits or a decrease in losses in liquidations, and it should fill us with a justifiable pride when we consider that the N. A. C. M., by the doctrines it has taught and practiced, and the legislation which it has suggested and secured, has been by far the most potent factor in the promotion of these ideas.

The benefits are undeniably twofold, for by every consistent piece of legislation enacted and by the exercise of every broad and humanitarian policy, those who have received and used the credit given under those circumstances have, as well as those who gave the credit, benefited thereby. These changed conditions, as may be seen, broaden and elevate the work of the credit man, remove him from the narrow and selfish sphere in which he once labored, and open to him a field for work, and charge him with a duty which he must recognize if he would serve his age and generation to the best of his ability.

Excessive crediting implants the germ of dry rot and ultimate failure, and is responsible for more financial ruin than fire, flood or panic, and credit men at large can do much to foster prosperous times and prevent financial disaster if they will courageously curtail credit to the unwise and unthinking, as well as to the reckless and designing debtor.

A word of encouragement and helpful suggestion here, of advice and caution there, and to another firmness even to the point of an ultimatum, will make the judicious credit man a veritable benefactor to those with whom he comes in business contact.

If careful analysis and patient investigation is needed, "Don't Worry—Work." If firmness and force must be resorted to, delay is unwise; "Do it Now." When losses come, as come they will, "Look Pleasant." When confronted by unpleasant tasks, "Get Busy," and if we do all these things in the light of the increased knowledge and privileges we enjoy, we shall exemplify to a greater degree than ever before the truth of the statement that—

"MEN MAKE CREDITS AND CREDITS MAKE MEN."

### CURRENT COURT DECISIONS.

Prepared for the Bulletin by George H. Murdoch, Jr., of St. Louis, Missouri.

*Accommodation Indorser's Liability.*—One who acquires a negotiable note before maturity for value can recover the amount of the note against the indorser, whether he knew him to be an accommodation indorser or not.—*Charleston Savings Institution vs. Farmers' and Merchants' Bank*, 54 S. E. (S. C.) 216.

*Accord and Satisfaction.*—Prior and subsequent to the execution of a note sued on, defendant claimed that a portion of the amount of the note represented a debt owing to plaintiff by defendant's married daughters for which defendant was not liable. After executing a note, the parties again met, and it was agreed that the defendant was only bound to pay the sum of \$35 on the note which the plaintiff accepted in full satisfaction. *Held*, that such facts established a valid accord and satisfaction.—*Powers vs. Harris*, 94 S. W. (Tex.) 136.

*Agent for Collection of Note.*—The payee of a note with interest coupons attached, which assigned them with a guaranty of payment, is not made the agent of the assignee to collect the same by the slip attached thereto providing that "payment hereof, when made by this company (the payee) being made as guarantor only, it is desired that any bank or individual through whose hands these papers may pass \* \* \* will refrain from placing on \* \* \* (them) the word 'paid' \* \* \* which might interfere with the collection by the company."—*Pace vs. Gilbert School*, 93 S. W. (Mo.) 1124.

*Assignments for Benefit of Creditors—Preferences.*—Under Ann. Code 1892, Section 3077, making moneys deposited in bank by any officer having the custody of public funds a trust fund and not liable to the claims of general creditors of the bank, public moneys deposited by a sheriff have priority of payment on an assignment for the benefit of creditors.—*Metcalfe vs. Merchants' and Planters' Bank*, 41 So. (Miss.) 377.

*Bank Check as Assignment of Account.*—A check on a bank operates as an assignment pro tanto of the drawer's deposit account, and there is privity between the bank having the necessary fund on hand and the check holder on presentation of the check for payment, so as to give the holder a right of action against the bank for wrongfully refusing to pay it.—*Loan and Savings Bank vs. Farmers' and Merchants' Bank*, 54 S. E. (S. C.) 364.

*Bank Officers' Authority in Borrowing Money.*—The executive officers of a national bank may legitimately borrow money for the bank's use in the usual course of business without special authority from their board of directors.—*Cherry vs. City National Bank*, 144 F. (U. S.) 587.

*Bulk Sale Law Upheld.*—Conn. Pub. Acts 1905, p. 408, c. 211, provides that, when any retail merchant shall at a single transaction sell the whole or a large part of his stock in trade, such a sale shall be void as against creditors, unless he shall at least 7, and not more than 30, days before such sale file in a town clerk's office notice of his intention to make same, describing in general terms the property to be sold, the condition of the sale, and the parties thereto. *Held*, that such act was reasonable exercise of the State's police power, and was not unconstitutional as a deprivation of property rights without due process of law.—*In re Paulis*, 144 F. (U. S.) 472.

*Countermanding Payment of Check.*—The drawer of a check cannot countermand its payment, if the check has passed into the hands of a bona fide holder, by notifying the bank that the check was obtained by fraud and that there was a failure of consideration.—*Loan and Savings Bank vs. Farmers' and Merchants' Bank*, 54 S. E. (S. C.) 364.

*Damages for Refusal to Pay Check.*—Where a bank refuses to pay the check of a depositor having funds to his credit, on the ground that the funds were deposited in the savings department of the bank, which was a mistake, the depositor is entitled to a verdict for temperate damages.—*Lorick vs. Palmetto Bank and Trust Co.*, 54 S. E. (S. C.) 206.

*Fixtures—Intention in Making Annexation.*—The intention of the parties controls in determining the character of the property which is claimed to be a fixture.—*First Commercial and Savings Bank of Wyandotte vs. Trenton Milling Co.*, 107 N. W. (Mich.) 1107.

*Fraud as a Defense to Note.*—When fraud in the inception of a negotiable instrument is alleged and proved, the burden is upon the indorsee to prove that he is a purchaser for value, before maturity without notice, and in good faith.—*Tamlyn vs. Peterson*, 107 N. W. (N. D.) 1081.

*Holder in Due Course.*—In an action on a note, defendant claimed a material alteration consisting of the insertion of the words, "Payable with interest." The note was partly printed and partly written, and the words "Payable with interest" were in the same handwriting as other written portions, and were not interlined, but written on a blank space after the words "Value received." *Held*, that the note was "complete and regular" on its face, within Acts 1897-98, pp. 896, 910, c. 866, sec. 124 [Va. Code, 1904, p. 1455, sec. 2841a] defining a holder in due course.—*Trustees of American Bank of Orange vs. McComb*, 54 S. E. (Va.) 14.

*Interest as Between Custodians of Fund.*—In a controversy as to the distribution of a fund, where one party at times had more than his equitable share, he should pay interest to the other on the excess during the period of his custody.—*Deering vs. Schreyer*, 78 N. E. (N. Y.) 75.

*Interpleader by Bank.*—A bank on which a check has been drawn has no right to deposit money in court and demand that the drawer be made a party defendant and required to litigate with the holder the bona fides of the check.—*Loan and Savings Bank vs. Farmers' and Merchants' Lien*, 54 S. E. (S. C.) 364.

*Liability of Stockholder in Bank.*—During the solvency of a bank the stockholders' subscription liability can only be enforced by assessment, made in conformity with the by-laws of the corporation. After a bank has become insolvent and its property has been placed in the



hands of a receiver for liquidation, the court in which the receivership proceedings are pending has power to levy assessments against stockholders to enforce their subscription liability.—*Covell vs. Fowler*, 144 F. (U. S.) 535.

*Loans to Officers without Approval of Directors.*—Under Laws 1892, p. 857, c. 689, sec. 25, subd. 4, as amended by Laws 1895, p. 749, c. 929, providing that no officer or agent of any bank shall borrow from it without the approval of a majority of the directors, and that one violating such provision shall forfeit twice the amount to the State, when considered in connection with subdivision 1, absolutely prohibiting certain loans, a note executed by the teller of a bank for a loan made by it to him without the approval of the directors is not void.—*People's Trust Co. vs. Pabst*, 98 N. Y. S. 1045.

*Married Women—Liability on Note.*—Where a wife procured a conveyance to herself of her husband's land, which was incumbered by mortgages, and she borrowed money to pay them off, and gave the lender a note and mortgage signed by herself and her husband, she was liable on the note, as the transaction represented thereby was for the benefit of her estate.—*Scott vs. Collier*, 78 N. E. (Ind.) 184.

*Moneylender's Privilege Tax.*—Acts 1904, p. 58, c. 76, imposing a privilege tax on those doing a money-lending business in personal securities, such as household furniture, wearing apparel, etc., is invalid as depriving one of property without due process of law, because it arbitrarily fixes a basis of the tax on the kind of securities.—*Hyland vs. Sharp*, 41 So. (Miss.) 264.

*Money Paid Under Mistake of Fact.*—Money paid under a mistake of fact may be recovered back, though the party making the payment was negligent in making the mistake, unless the payment has caused such a change in the position of the other party that it would be unjust to require him to refund.—*Hathaway vs. Delaware County*, 78 N. E. (N. Y.) 153.

*Negotiability of Bonds.*—Bonds payable to bearer are not negotiable, but only assignable by delivery without indorsement.—*Mutual Life Ins. Co. of Kentucky vs. Chosen Friends Lodge, No. 2, I. O. O. F.*, 93 S. W. (Ky.) 1044.

*Note for Immoral or Illegal Consideration.*—A note, though founded on an illegal or immoral consideration, is valid in the hands of a bona fide holder, unless there be a positive statute declaring such notes void.—*Henry vs. State Bank of Laurens*, 107 N. W. (Iowa) 1034.

*Note of Corporation to Director.*—The fact that the payee of a note executed by a corporation, acting through its officers, as a director of the corporation, does not put a purchaser of the note upon inquiry as to whether its issuance was authorized.—*Orr vs. South Amboy Terra Cotta Co.*, 98 N. Y. S. 1026.

## ASSOCIATION NOTES.

### Baltimore.

The Credit Men's Association of Baltimore held their tenth annual meeting and dinner on the evening of November 15th, in the banquet room of the Hotel Rennert.

According to custom, the retiring President, Mr. A. L. Rosenaur, was to have delivered an address. He was unable to attend, because of sickness, and his address was read by Mr. Sylvan H. Lauchheimer. A large silver loving cup, which was to have been presented him, was sent instead.

Capt. Samuel D. Buck, Secretary of the Association, read a glowing report of the work done in the last year. Mr. William J. Carter, the Treasurer, read his report of the financial conditions of the Association.

The business meeting was concluded by the election of the following officers:

President, Francis J. La Motte; Vice-Presidents, C. W. Linthicum and G. L. Irwin; Secretary, Capt. Samuel D. Buck; Treasurer, W. J. Carter; Executive Committee (to serve two years), Messrs. W. C. Rouse, C. H. Effinger, L. B. Nolly, A. D. Graham, J. W. McMullin and H. F. Baker.

Then the speechmaking began, Mr. John T. Stone being toastmaster, and the following responded to toasts:

"The City of Baltimore," Mayor E. Clay Timanus.

"Business Men and the Law," Major Richard M. Venable.

"The Future of Baltimore Commercially," Mr. Charles H. Grasty.

"Currency Reform," Mr. John M. Nelson.

"Honesty and Success," Mr. David H. Carroll.

"Work of Credit Men's Association," Mr. Howard Marshall, of New York.

Mr. Nelson, speaking of "Currency Reform," said in part:

"We have in circulation at present no less than eight different kinds of money, amounting in the aggregate to \$2,800,000,000; at least this was the grand total on October 1st.

"Many of us are prone to complain of the concentration of wealth in the hands of multimillionaires. Unquestionably where great wealth is used for selfish purposes and for the oppression of the less fortunate it is a great evil, but what difference does it make to you or to me that Mr. Carnegie or Mr. Rockefeller are worth hundreds of millions of dollars? After all, it is not dollars which they own, but simply evidences of indebtedness. When these multimillionaires make their money they do not hoard it, but must invest it, and generally do invest it, in building up our great railroad systems, in manufactories, trade and commerce.

"We who have to work for a living and for those who are near and dear to us, and who by our own exertions are able to enjoy the comforts and even the luxuries of life, are much better off and happier than the man who is able, without exertion, to satisfy every desire that money can buy. I am convinced that many millionaires would gladly change places with you gentlemen who, filled with ambition and enjoying good health, have your lives before you.

"Currency reform should provide for the retirement of the greenbacks, but it would be impossible to obtain at present the necessary legislation for this purpose. Taking all conditions into consideration, I would suggest as a practical and workable plan of currency reform that the Government be authorized to deposit all surplus revenue in the banks, instead of locking up millions in the Treasury, the banks to pay the Government a reasonable rate of interest on such deposits. Then authorize the national banks to issue an emergency circulation, which should be secured as I have already suggested, and which should be made elastic—responsive to the demands of trade—by a tax sufficiently large to induce its withdrawal, when not needed for legitimate purposes, but not so large as to make such issue unprofitable to the banks."

Howard Marshall, Vice-President of the New York Credit Men's Association, in speaking of Association work, said:

"The Credit Men's Association, if it stands for anything at all, stands for righteousness in business, for honesty and integrity in trade and for

justice and equity between men; and if it be true that these are the standards of our existence, then, in all fairness, it represents a work in which should be enlisted the full co-operation and influence of every business house in the community, for there is no limit to what may be accomplished by a body of men who are bound together by a bond of mutual friendship, the sense of a common interest, and the feeling of a general responsibility for the success which may attend their efforts.

"In the recent days of rapidly changing conditions in business life there is sore need for the influence of the **Credit Men's Association**. Why? Because within its membership are the muscle, brawn and sinew of business life. We may not have at our tables the exclusive presence of all the captains of industry, so called, but we have the men upon whom devolve the solution of important executive problems, and I maintain that these same men who make up our various associations have a very important duty in the line of patriotism in business, if I may call it such.

"The business man has been much in the public eye these past few years. The unbridled license of a yellow journalism would seek to teach you that we have no honest business men. It would seek to tear down the standards that have been set by many years of hard and patient labor. It does not follow that because there stands yonder a trust company that has been looted by thieving officials, that all trust companies are managed by criminals and are insolvent. It does not follow that because we see in one direction that the combination of capital has created a monopoly oppressing the people, that all corporations are evil. It has been said that a country is no better than her average citizen, and that I believe to be true, but I believe also that the average man of this country is honest and self-respecting, a law-abiding and a peace-loving citizen. I believe that our membership as a whole is a membership that is willing to give its effort toward the establishment of laws safeguarding our business, for the maintenance of high standards in business and the regulation of abuses that now exist.

"No man of the present age should have a keener interest in public questions of the day than the credit man. The credit man is governed, in the exercise of his judgment, by conditions which prevail; and conditions are made by public sentiment, and public sentiment becomes the expression either of content or discontent among our people. Let us be sure to measure well this word discontent. There is such a thing as proper discontent, which grows out of a righteous indignation at political corruption, social depravity, a disregard of law and order, the corporate abuse of privilege, and so on, but there is another kind of discontent which is all wrong, and which finds its place in the heart of men who have never made good at anything, who have wasted their time and their opportunities, and suddenly, when they have come to realize they themselves have been their own enemies all the time, they adopt the socialistic idea that whatever has been accumulated by honest toil and frugal living should find equal distribution among all men. You wonder what this has to do with my subject. I'll tell you. This country is threatened by grave evils, which I have not the time now to enumerate, and our business life is threatened by evils of a like character, and it is for the Credit Men's Association here and throughout the country to see to it these evils are overcome.

"I'll just tell you about one evil which besets the business man. It is one of the crying evils of our time, and it is the fearful delay that is occurring in the administration of law. I do not know how it is with you here

in Baltimore, but in New York and in Boston and in Philadelphia and in the city of Washington when you get into litigation you never know when you are going to get out.

"I can almost hear someone say there is Marshall attacking the dignity of our courts. Far be it from me, my friends, to attack the dignity of our courts; no man living has a deeper respect and a higher regard for the American judiciary than I have. God forbid that I should turn my back on my own flesh and blood that sat upon the bench, but I say to you that the 'dignity of the court' should not be made a cloak and a garment to cover what in these days we must look upon as pernicious business practice. If we need more courts, then by all means let us have more courts. If we need more judges, by all means let us have more judges, but let us have the calendars cleaned up and the cobwebs taken from the pigeonholes, and let us get up to date as regards the administration of law.

"This cannot be accomplished by any little committee. It can be accomplished only by an awakening of public sentiment to that end, and I believe it is for the credit men of this country to see to it that the business man has justice in this respect. You have a great work before you—a work that will make us better and stronger men, more useful citizens of a great country and more worthy sons of God."

### Buffalo.

The regular monthly meeting of the Buffalo Credit Men's Association was held Thursday evening, November 15, 1906, in the Ellicott Club, at which time, by the aid of thirty-eight members, a practical demonstration of the workings of an "Adjustment Bureau," which completely covered and illustrated in every detail the policy of the committee, was made. The demonstration was in the form of a mock affair, and included the adjustment chairman, a couple of lawyers, the sheriff, the meeting of creditors, and the bankrupt man himself. The demonstration occupied nearly two hours, and made a decided hit with a large number of members present.

Preceding the business portion of the meeting, a dinner was served, after which the various reports of committees were read. President Alfred H. Burt opened the meeting and, after a few introductory remarks, introduced J. J. Dolphin, the retiring Secretary, who spoke briefly. Mr. Dolphin then introduced the new Secretary, Fred Whittlesey. The other new officers installed were William A. Joyce, Vice-President, and E. J. Newell, Treasurer.

It was explained by the chairman of the evening, H. W. Crabbs, that the Adjustment Committee was a new proposition and in order to make the members of the Association familiar with its workings a mock demonstration would be made. He said that many honest merchants had their business ruined for the lack of proper management and the Adjustment Committee was formed for the purpose of adjusting insolvent estates and for the protection of the debtors and creditors. He said that by the help of the committee many merchants have been able to pay off their indebtedness and still continue their business where, without the help of the committee, his business would probably be sold by the sheriff. The demonstration was particularly interesting to wholesale houses and credit men, as the idea is something new in the credit world.

Charles E. Meek, of New York City, Secretary-Treasurer of the National Association, spoke briefly on the "General Workings of the Association." David S. Ludlum, of the Philadelphia National Bank and



Chairman of the Adjustment Committee of the National Association, spoke on "The Workings of the Adjustment Bureau in the Various Associations in the Country."

The next meeting of the Credit Men's Association will be held on December 13th. W. L. Fox, Chairman of the Entertainment Committee for that evening, is preparing as equally an interesting evening as was spent last night.

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### Chicago.

The regular monthly meeting of the Chicago Credit Men's Association was held at the Great Northern Hotel on Wednesday evening, October 24, 1906.

Dinner was served at 6.30, and a large number of the members were in attendance.

After the menu had been thoroughly discussed the President called the meeting to order, and the regular routine business was transacted.

Following this the President introduced Mr. William R. Dawes, Cashier of the Central Trust Company of Illinois, who delivered an address on "Analyzing Bank Balances."

Mr. Louis E. Yager, of Higley & Yager, was the next speaker, his subject being "Business Ideals."

Attorney Charles G. Neely, a prominent member of the Chicago bar, was next introduced, and gave a stirring and highly interesting address on "Success and Failure."

The matter of the Annual Convention of the National Association of Credit Men, which is to be held in Chicago next June, was discussed at some length, and preliminary steps were taken looking to the reception and entertainment of the delegates and visitors who will be present on that occasion.

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### Cincinnati.

Secretary Henry Bentley furnishes the following report of the annual meeting of the Cincinnati Credit Men's Association:

The annual meeting held on Tuesday, November 20, at the Burnet House, was one of the most successful meetings in the history of the Cincinnati Association. Judge Jacob Shroder delivered an address in which he urged the Cincinnati Credit Men's Association and all other business organizations to struggle for the establishment of Spanish in the public schools of the city. He laid great stress upon the necessity in the future of Spanish; for all commercial houses of the United States, claiming that in the future America's trade is in the direction of South America. Mr. Howard Saxby, one of Cincinnati's wittiest speakers, made some very humorous remarks on the subject of credit in general and succeeded in keeping the entire table in an uproar throughout the whole address.

The following new members to the Executive Committee were elected: W. A. Hopple, The John Shillito Company; W. B. Johnston, The P. R. Mitchell Company; Samuel Mayer, The I. Fallers' Sons Company; W. H. Murphy, The Peck-Williamson Company; S. G. Rosson, The John Hibben Dry Goods Company; Max Silberberg, The Feder, Silberberg Company; R. McF. Smith, The National Lead Company.

The report of Samuel Mayer, Chairman of the Interchange Bureau, was one of the features of the occasion. This Bureau, which is a new feature of Cincinnati's work, owes its establishment, as well as its success, to the faithful, earnest service that Mr. Mayer has brought to the Com-

mittee of which he is Chairman. The other members of the Committee, Mr. Sol Stix, of Louis Stix & Company, and Mr. W. E. North, of The Sanford, Varner Company, also deserve a great deal of praise. The enthusiasm and unselfish work done by Mr. Mayer in the establishment of this Bureau calls for great praise. The Bureau was established on August 1, 1906, and there are now seventy-four members exchanging information through the Bureau. The membership dues charged are \$15.00 per year in addition to the regular Association dues of \$10.00. Every concern lists all of its customers with the Bureau. These names are then arranged alphabetically according to the State, town and individual. The Bureau has at present about 180,000 names listed and about 50,000 different names, making an average approximately of 3 3-5 firms selling the same individual. Inquiries are sent to the Bureau, or telephoned, and the answer is given within a minute and a half. The answer gives the names of the firms selling the individual inquired on and the person making the inquiry knows where to go for information. The Bureau has had several very gratifying experiences since its establishment in preventing losses to members of the Association by furnishing them immediate information on the condition of certain individuals. At present the Bureau has practically all the large houses in Cincinnati in the dry goods, notions, boot and shoe and clothing lines. It is the intention of the Committee in the next month to go after the grocers and carriage manufacturers, and it is almost a certainty that the Bureau, within the course of the next six months, will be the biggest organization furnishing credit information in the City of Cincinnati.

#### Cleveland.

The annual meeting of the Cleveland Association of Credit Men was held on the evening of Wednesday, November 14th, in the rooms of the Century Club. The usual dinner preceded the business meeting.

The President, Thos. P. Robbins, occupied the chair, and called the meeting to order. An attendance of 106 was announced. The President delivered his annual report, which gave a review of the work accomplished during the year, and contained a number of timely suggestions as to the future. He stated that the details of the work done during his incumbency of the office would be given in the reports of the five Standing Committees that were to follow. He said that it had been the good fortune of the officers elected one year ago to enter upon their duties at the psychological time when the Association was to bloom and bear fruit. The six preceding years of its growth and experience had simply brought it to a period of maturity. Seasoned men were not lacking with which to form committees, and tried methods were available.

Referring to the work of the Membership Committee he asserted that it had made a record unapproached by any other similar committee in any of the other local Associations. The spirit of its aggressiveness, he said, had been caught up by other associations and a friendly rivalry was now manifest between many of the other affiliated branches of the National Association. President Robbins referred in words of praise to the work of the Legislative, Business Literature, Mercantile Agency and Fraudulent Failures Committees, and highly complimented each for the earnestness displayed. Particular reference was made to the objects and aims of the Adjustment Bureau. The following special matters were recommended for consideration: The establishment of a Prosecution Bureau with a fund of \$10,000, to be operated on the plan now in use by the Milwaukee Association. The establishment of a Credit Information

Bureau. The holding of a State Convention during the winter to organize for Legislative work. The appointment of a Committee to investigate the present exemption laws of Ohio with a view to recommending desirable changes and improvements. Co-operative work in Postal, Consular and Fire Insurance reform movements.

Upon the conclusion of President Robbins' report, the Treasurer, F. E. Pile, submitted his annual report, which showed the Association to be in an excellent financial condition.

Secretary Kenneth R. Taylor next presented his report, which covered in detail the work of the year. The Association now has a total membership of 443. The Association held nine meetings during the year with a total attendance of 915 and an average attendance of 101. Reports of the Auditing, Membership, Legislative, Business Literature, Mercantile Agency and Fraudulent Failures Committees were then presented and read in the order named.

W. E. Rice, Commissioner of the Adjustment Bureau, spoke briefly of the results achieved by that Bureau. The prospectus of the Bureau just issued was exhibited and explained.

The Nominating Committee submitted its report, which was read by E. L. Rose. Ballots were then distributed and tellers appointed to collect and count the votes for the new Board of Directors. The result of the vote showed that the following fifteen gentlemen had been elected Directors for the ensuing year, viz.: W. E. Crofut, W. B. Fish, A. J. Gaehr, C. L. Howells, W. H. Marshall, Harry New, J. B. Pearce, F. E. Pile, L. E. Ralston, Thos. P. Robbins, J. D. Sackett, Floyd D. Shook, A. L. Somers, Kenneth R. Taylor and B. F. Wade.

The President then introduced Judge F. L. Taft, an Associate Member, who said that he had attended all the meetings of the Association since he became a member, and enjoyed each succeeding meeting more than the one preceding it. He described the annual reports that had been read as "gems," and hoped they would be printed and placed in the hands of all the members. Mr. Taft said the subject of the Adjustment Bureau is interesting because it brings co-operation between credit men. Financial difficulties have satisfactorily been settled along lines advocated by the Bureau, and the rewards of this kind of work are fully commensurate with the efforts put forth. Whenever it is possible to secure the co-operation of the creditors it is easier to adjust and close up the business. The bankruptcy law makes it possible to do these things. It is not so much the good it does as the good it may do as a last resort. The Bankruptcy Court is all right and the Bankruptcy Law is all right, but the settlement of insolvent business can be worked out better among the creditors than in the Bankruptcy Court. In conclusion, Judge Taft suggested that the membership of the Bureau should be co-extensive with that of the Association.

The matter of changing the name of the Association in accordance with the resolution carried at the meeting, October 10, 1906, was then taken up. The resolution was read as follows:

*Resolved*, That Article 1 of the Constitution be amended to read: "This Organization shall be known as The Cleveland Association of Credit Men—a branch of the National Association of Credit Men."

The resolution was unanimously carried, there being no opposing votes.

A vote of thanks was then tendered the retiring officers for their devotion to the work during the past year.

There being no further business adjournment was taken.

## Denver.

The Denver Credit Men's Association held a well attended meeting at the Traffic Club on the evening of November 13th.

After enjoying a hearty repast, the business of the meeting was opened with the reading of the minutes of the last meeting.

Several applications for membership were received and approved.

A letter was read from Mrs. Tritch, thanking the Association for their remembrance of her husband, who before his death was for many years a member of the Denver Association.

With the business disposed of the members then listened to an interesting discussion on the question of fire insurance. Mr. Sylvester G. Williams, a prominent attorney, and Mr. John R. Gardner, secretary-manager of the Merchants' Mutual & Mercantile Fire Insurance Company, read interesting papers.

The title of Mr. Williams' paper was "Insurance and Its Relation to Other Commercial and Social Institutions and to the Public." He reviewed the past history of insurance in all its forms from its earliest inception, pointing out its relation to the growth of industrial life. Mr. Williams said in part:

"The oldest fire insurance company in America is the 'Philadelphia Contributionship for the Insurance of Houses from Fire,' founded in 1752. The first insurance company actually established in New York City was 'The Mutual Fire Insurance Company,' founded in 1787, its name being changed in 1846 to the 'Knickerbocker Insurance Company,' which it still bears.

"But the business of fire insurance is now conducted chiefly by corporations possessed of vast resources and capable of enduring the great strain to which the business is naturally subject. The operations of these companies are almost world-wide in extent, and thus they are doubly fortified by securing the widest attainable area in the distribution of their risks.

"The business has been recognized as peculiarly suited to corporation management and the vast majority of the insuring public are pleased to accept preferably the security thus afforded. In one State at least (Pennsylvania) the Legislature has gone so far as to declare that fire insurance shall not be conducted in the State except by incorporated companies.

"A statute designed to govern the business of mutual insurance should make good the distinction between mutual and commercial insurance and confine the operations of mutual organizations to the line of business for which they are projected. No company created to do mutual insurance of its members should be permitted to carry on commercial insurance; or, if so authorized, the same requirements as to security and protection to the policyholder should be exacted as are required of companies incorporated to conduct commercial insurance.

"The security of the policyholder in a mutual organization is in the mutuality of the obligations of the members to each other. If you take away the obligation of the member as an insurer of his fellow members, mutuality is destroyed and the protection afforded thereby goes with it. It is this mutual obligation which takes the place of a capital stock. Insurance which is simply sold at commercial rates is not mutual insurance, and it is not made so by the mere fact that the company is called mutual, or that its policyholders are called members, or that the constitution of the company gives to the policyholders a voice in the election of directors or even a share in the profits, if any, of the company. These may be advantages, but they do not take the place of the protection which the mutual obliga-



tions of the members to each other is designed to afford and which constitutes the basic principle of mutual insurance."

### **Memphis.**

The members of the Memphis Credit Men's Association successfully planned and executed a novel entertainment at the November meeting of the Association. A large number of guests were present, including many ladies. Secretary Burkhardt furnishes the following interesting account of the affair:

The occasion was the regular monthly meeting and the officers, with H. J. Forsdick as master of ceremonies and George J. Mitchell in charge of the refreshments, made the event not only the most unique of the entertainments planned by the Association, but an occasion long to be remembered by all who were there.

The informal or open meeting of the Association was held in the spacious clubrooms at Second and Court Streets. Shortly after 8 o'clock the guests began to arrive, and at 9 o'clock Saxby's band opened with a march after Mr. Forsdick had announced that dancing would be enjoyed for a short time.

After an hour of dancing all who were in attendance were asked to don the costume which had been provided. The costume included bright red chef's caps with white trimmings and white feathers, together with aprons on which were printed in bold letters, "M. C. M. A."

The gaily attired chefs next repaired to the floor below, where the spread had been prepared, the central or star attraction of the bill of fare or menu card being "Filet Chateau Briant," which Mr. Forsdick, with the aid of an interpreter, explained meant beefsteak in large and juicy hunches. Surrounding the tempting steak, arranged as a sort of filigree work, were bluepoints, oyster cocktails, celery, olives, dill pickles, combination salad, and all this was topped off with "nesselrode" and cake and coffee, Col. J. W. Apperson being called upon at the finish to explain that "nesselrode" meant ice cream.

Each lady who was present was given a souvenir in the shape of a miniature broiler mounted upon a decorated box in which was a quantity of delicious candies.

The officers of the Association are H. A. Ramsay, President; C. S. Faxon, Vice-President; H. A. Burkhardt, Secretary and Treasurer, and it is in a most flourishing condition. It combines business with a little pleasure as it goes along, and the evening or occasion demonstrated that the gentlemen at the head of the Association are not only up to date on matters pertaining to credit, but that they are the most gracious of hosts, and know just how to entertain. Few events of a social nature have proved quite as enjoyable as the beefsteak supper of the M. C. M. A., and the gentlemen of the organization were voted capital fellows by all who enjoyed their hospitality.

Following the repast Col. J. W. Apperson and Carl Gurtherz made short addresses and C. O. Finnie rendered a vocal selection.

### **Pittsburgh**

The regular meetings of the Pittsburgh Association of Credit Men were resumed at the Union Club on October 23rd. There was a splendid gathering, and the session was a thoroughly enjoyable one from beginning to end.

The chief guest of honor was Col. H. P. Bope, Vice-President of the Carnegie Steel Co., who spoke on "Commercialism, Its Uses and Abuses."

Col. Bope handled the subject in a most masterly manner, and received close attention throughout its delivery. His subject contained many points of interest to credit men.

Mr. L. S. Levine, Assistant City Solicitor, also spoke on the favorable outcome of the prosecution of a fraudulent debtor.

The Legislative Committee of the Association is now at work on an important matter, namely, that of endeavoring to have the Mercantile Tax Law on Sales in Pennsylvania, repealed. The Committee is going at the work vigorously, and is already in touch with similar organizations throughout the State, and hopes to conduct an energetic and successful canvass on this highly important matter in the coming session of the Legislature.

### San Francisco.

The San Francisco Credit Men's Association held a reunion on the evening of November 2nd. The members present congratulated each other upon again being able to gather around the festive board.

There was a good attendance and much enthusiasm was shown. President Gustave Brenner occupied the chair and the guest of the evening was the Rev. Dr. Rader, who delivered an eloquent address on "The Reconstruction of Our City."

Other than Dr. Rader's address no program of entertainment for the evening had been arranged. Secretary Armer presented an interesting report made up from data gathered by him, covering the experiences of members with fire insurance companies in the adjustment and settlement of fire losses. Secretary Armer presented a list of fire insurance companies which was read, and it was unanimously ordered that the roll of honor be started by placing these names upon it:

Aetna, of Hartford,	Hartford, of Hartford.
Queen, of America,	North British & Mercantile,
Royal, of Liverpool.	Atlas,
Liverpool, London & Globe,	Law, Union & Crown,
New Hampshire,	German American,
New Zealand,	German Alliance,
Springfield,	Citizens,
Home, of New York.	Scottish Union & National,
Connecticut,	Insurance Co. of North America,
Continental,	Manchester,
Northern, of London.	New York Underwriters,
Sun, of London.	Pelican,
Union, of London.	Niagara,
London Assurance,	American Central,
Phoenix, of London,	Teutonia,
Michigan,	St. Paul,
Agricultural,	Pennsylvania,
Phoenix, of Hartford.	Glens Falls,
Mercantile, of Boston	California.
Alliance, of Philadelphia.	

Other names will be added after investigations now under way have been finished.

An interesting discussion followed on the subject of co-operative insurance, which resulted in a resolution being adopted that it was the sense of the meeting that the National Association of Credit Men consider the advisability of organizing a co-operative insurance company under its auspices. Many of those present spoke with feeling over the actions of

some of the fire insurance companies who, through bulldozing tactics, forced poor unfortunates who had lost their all into the acceptance of settlements scaled from 10 to 40 per cent. of the value of their policies. It was decided to ask the National Association of Credit Men to give the greatest publicity to those companies who had repudiated, either in full or in part, the payment of their losses. The experience which many of the San Francisco members passed through should serve as a warning to the insuring public. Companies who had written business in that city for years were found to be absolutely worthless, while others took advantage of every technicality to avoid the payment of every dollar possible.

### Seattle.

The regular meeting of the Seattle branch of the National Association of Credit Men was held Monday evening, November 19, 1906, at 6.30 o'clock in the Hotel Stander. The Association discussed and took definite steps in the direction of needed legislation. A bill will be prepared looking toward remedying the practice of conducting business under an assumed or fictitious name, and also relating to signed property statements and obtaining goods under false pretences.

As a matter of convenience, the committee had divided the subject into the following heads: 1—Recital of cases wherein local creditors have suffered, and the needs; 2—Experiences elsewhere; 3—The remedy; 4—How may remedy best be applied; 5—The means.

Certain members were charged with outlining the needs and remedies and all were invited to enter into the general discussion, and go on record as approving or disapproving the whole.

The discussion proved very interesting and resulted in the Legislative Committee being given power to act.

President Telfer announced the appointment of committees on Legislation, Membership and Mercantile Agencies.

## STANDING COMMITTEES, 1906-1907.

### LEGISLATIVE COMMITTEE.

Benson G. Watson, Chairman, Union National Bank Bldg., Columbus, O.  
 R. A. Porter, Goodall, Brown & Co., Birmingham, Ala.  
 C. W. Linthicum, Reynolds, Davis & Co., Fort Smith, Ark.  
 W. C. Kennedy, Baker Iron Works, Los Angeles, Cal.  
 J. P. Haddock, Harbison Grocer Co., San Diego, Cal.  
 Martin Triest, Triest & Co., San Francisco, Cal.  
 C. R. Root, Barteldes Seed Co., Denver, Col.  
 Edw. J. Pearson, The Jewell Belting Co., Hartford, Conn.  
 E. N. Wead, Laffin & Rand Powder Co., Wilmington, Del.  
 R. V. Covington, The Covington Co., Jacksonville, Fla.  
 W. A. Parker, Beck & Gregg Hdw. Co., Atlanta, Ga.  
 W. R. Finegan, J. Rosenheim & Sons, Savannah, Ga.  
 M. L. Ash, Kuh, Nathan & Fischer Co., Chicago, Ill.  
 Henry A. Jeffries, Kingan & Co., Ltd., Indianapolis, Ind.  
 W. A. Robins, Ratcliff-Sanders Gro. Co., Tulsa, I. T.

W. L. Brown, Brown-Hurley Hardware Co., Des Moines, Ia.  
 E. C. Currier, Hansen Glass & Paint Co., Sioux City, Ia.  
 O. P. Taylor, Johnston-Larimer D. G. Co., Wichita, Kan.  
 Walter Walker, Harbison & Gathright, Louisville, Ky.  
 C. S. Foster, Louisiana Tobacco Co., New Orleans, La.  
 H. B. Crosby, A. H. Berry Shoe Co., Portland, Me.  
 Jas. R. Thompson, Johnson, Boyd & Co., Baltimore, Md.  
 Wm. M. Morgan, 73 Tremont Bldg., Boston, Mass.  
 Frank I. Hamburger, 135 Jefferson Avenue, Detroit, Mich.  
 E. A. Stowe, Tradesman Company, Grand Rapids, Mich.  
 B. W. How, Kelley-How-Thomson Co., Duluth, Minn.  
 Robert S. Kolliner, Kolliner Bros. & Newman, Stillwater, Minn.  
 E. A. Young, Finch, Young & McConville, St. Paul, Minn.  
 Samuel Rothenberg, Marks-Rothenberg Co., Meridian, Miss.  
 Frank W. Yale, 770 Gibraltar Bldg., Kansas City, Mo.  
 S. Woodson Hundley, Hundley D. G. Co., St. Joseph, Mo.

## STANDING COMMITTEES, 1906-1907—Continued.

E. S. Murphy, Geo. W. Perry Rubber Co., St. Louis, Mo.  
 Chas. E. Beebe, Beebe Grain Co., Butte, Mont.  
 J. Frank Barr, 507 Richards Block, Lincoln, Neb.  
 J. H. Taylor, F. P. Kirkendall & Co., Omaha, Neb.  
 Chas. T. Page, Page Belting Co., Concord, N. H.  
 W. D. Maddock, John Maddock & Sons, Trenton, N. J.  
 C. C. Robbins, Gross, Kelly & Co., Las Vegas, N. M.  
 Morris E. Preisch, Haines Lumber Co., Buffalo, N. Y.  
 M. E. Bannin, Converse, Stanton & Co., New York, N. Y.  
 Geo. G. Ford, Lewis P. Ross, Rochester, N. Y.  
 Chas. F. Polk, Polk & Calder Drug Co., Troy, N. Y.  
 W. P. Hill, Oakland Mfg. Co., Winston-Salem, N. C.  
 Nelson A. Burdick, Hall-Robertson Hdw. Co., Fargo, N. D.  
 Thos. S. Brown, Eagle White Lead Co., Cincinnati, O.  
 W. W. Chase, The White Sewing Machine Co., Cleveland, O.  
 J. F. Paddock, The Paddock-Overmeyer Co., Toledo, Ohio.  
 F. G. King, The John H. Fitch Co., Youngstown, O.  
 Eugene Miller, Kerfoot, Miller & Co., Oklahoma, Okla.  
 W. B. Roberts, Lang & Co., Portland, Ore.  
 Jos. S. Potter, Folwell Bros. & Co., Philadelphia, Pa.  
 F. H. Jones, Allen Kirkpatrick & Co., Pittsburgh, Pa.  
 C. S. Sisson, C. S. Sisson & Co., Providence, R. I.  
 John C. Tiedeman, Otto Tiedeman & Sons, Charleston, S. C.  
 Wm. Koenig, Jr., Andrew Kuehn Co., Sioux Falls, S. D.  
 Jas. A. Cash, Trigg, Dobbs & Co., Chattanooga, Tenn.  
 J. W. Apperson, Myers, Banks & Apperson, Memphis, Tenn.  
 W. H. Williamson, American Bldg., Nashville, Tenn.  
 W. P. Peter, 214-218 Linz Bldg., Dallas, Tex.  
 John P. King, Southern Cold Storage Co., Fort Worth, Tex.  
 Sterling Myer, Hunt & Myer, Houston, Tex.  
 Willard Scowcroft, John Scowcroft & Sons Co., Ogden, Utah.  
 W. E. Greene, W. E. Greene Co., Burlington, Vt.  
 John C. Dabney, Geo. D. Witt Shoe Co., Lynchburg, Va.  
 M. E. Forbes, C. W. Fentress & Co., Norfolk, Va.  
 H. S. Binswanger, Binswanger & Co., Richmond, Va.  
 F. T. Fischer, Fischer Bros., Seattle, Wash.  
 W. E. Cullen, Cullen & Dudley, Spokane, Wash.  
 Hulihan Quarrier, Deleplain D. G. Co., Wheeling, W. Va.  
 R. D. Barney, O'Neil Oil & Paint Co., Milwaukee, Wis.

### MEMBERSHIP COMMITTEE.

W. E. North, Chairman, Sanford, Varner & Co., Cincinnati, O.  
 Geo. Guckenberger, Atlas National Bank, Cincinnati, O.  
 W. A. Hoppie, The John Shillito Co., Cincinnati, O.  
 Geo. F. Dieterle, The Union Distilling Co., Cincinnati, O.  
 W. H. Murphy, Peck-Williamson Htg. & Vent. Co., Cincinnati, O.

### BUSINESS LITERATURE COMMITTEE.

F. C. Swan, Chairman, John H. North Co., Boston, Mass.  
 A. E. Clark, Thos. G. Plant Co., Boston, Mass.

Carl Dreyfus, Jacob Dreyfus & Sons, Boston, Mass.  
 M. O. Hall, Brown, Durrell & Co., Boston, Mass.  
 Geo. H. Leach, Geo. E. Keith Co., Campello, Mass.

### COMMITTEE ON IMPROVEMENT IN MERCANTILE AGENCY SERVICE.

J. D. Hopkins, Chairman, Geo. Borgfeldt & Co., New York, N. Y.  
 Howard Marshall, Joseph Wild & Co., New York, N. Y.  
 J. M. Tallman, J. H. Lane & Co., New York, N. Y.  
 Jesse M. Smith, Citizens' Central Nat. Bank, New York, N. Y.  
 A. E. Pierce, Lord & Taylor, New York, N. Y.

### CREDIT DEPARTMENT METHODS COMMITTEE.

Eugene S. Elkus, Chairman, Elkus-Brenner Co., San Francisco, Cal.  
 W. C. McCloskey, Pacific Hdw. & Steel Co., San Francisco, Cal.  
 Geo. S. Nevin, Nathan Dohrmann Co., San Francisco, Cal.  
 J. J. Schutz, Haas Bros., San Francisco, Cal.  
 H. P. Capell, M. J. Brandenstein & Co., San Francisco, Cal.  
 Wm. Swartley, Holbrook, Merrill & Stetson, San Francisco, Cal.

### CREDIT CO-OPERATION COMMITTEE.

A. E. Clerihew, Chairman, Forman, Ford & Co., Minneapolis, Minn.  
 H. A. Boardman, Wemott, Howard Co., St. Paul, Minn.  
 A. B. Driscoll McKibbin, Driscoll & Dorsey, St. Paul, Minn.  
 W. T. Atwater, W. S. Nott & Co., Minneapolis, Minn.  
 B. W. How, Kelley-How-Thomson Co., Duluth, Minn.

### INVESTIGATION AND PROSECUTION COMMITTEE.

A. C. Foster, Chairman, U. S. National Bank, Denver, Col.  
 C. D. Griffith, C. D. Griffith Shoe Co., Denver, Col.  
 Karl K. Mayer, Kuner Pickle Co., Denver, Col.  
 C. F. Freeland, Colorado Fuel & Iron Co., Denver, Col.  
 J. F. Downer, Hallack & Howard Lbr. Co., Denver, Col.

### BANKRUPTCY LAW COMMITTEE.

J. Harry Tregoe, Chairman, John A. Carroll Shoe Co., Baltimore, Md.  
 J. R. Ainsley, John R. Ainsley & Co., Boston, Mass.  
 J. H. Scales, Belknap Hdw. & Mfg. Co., Louisville, Ky.  
 Geo. R. Barclay, Simmons Hdw. Co., St. Louis, Mo.  
 Frank S. Evans, Strawbridge & Clothier, Philadelphia, Pa.

### COMMITTEE ON ADJUSTMENT BUREAUS.

David S. Ludlum, Chairman, Philadelphia Nat. Bank, Philadelphia, Pa.  
 John L. Powell, Goldstand-Powell Hat Co., Kansas City, Mo.  
 H. L. Eisen, Landauer & Co., Milwaukee, Wis.  
 Ralph R. Gillette, I. S. Brown & Bro. Merc. Co., Denver, Col.  
 M. L. Stern, Atlanta Paper Co., Atlanta, Ga.

### FIRE INSURANCE COMMITTEE.

Geo. W. Ryan, Chairman, Standard Mfg. Co., Pittsburgh, Pa.  
 C. H. Arnold, Miner & Beal, Boston, Mass.  
 J. W. Fenn, Fenn Bros., Sioux Falls, S. D.  
 H. W. Coffin, Moore & Handley Hdw. Co., Birmingham, Ala.  
 W. F. Mitchell, Chamberlain Medicine Co., Des Moines, Ia.



# Directory of Officers of the Affiliated Branches Of the National Association of Credit Men.

## BRANCH ASSOCIATIONS.

- ATLANTA, GA.**—The Credit Men's Association of Atlanta. President R. H. White, Everett Ridley Co.; Secretary, E. L. Rhodes, Ernest L. Rhodes & Co.
- BALTIMORE, MD.**—The Credit Men's Association of Baltimore. President, F. J. La Motte, The Chesapeake Shoe Co.; Secretary, S. D. Buck, Maryland National Bank Bldg.
- BIRMINGHAM, ALA.**—Birmingham Credit Men's Association. President, H. W. Coffin, Moore & Handley Hardware Co.; Secretary, G. B. McVay, Amzi Godden Co.
- BOSTON, MASS.**—Boston Credit Men's Association. President, John R. Ainsley, John R. Ainsley & Co.; Secretary, Chas. L. Bird, 77 Summer Street.
- BUFFALO, N. Y.**—Buffalo Credit Men's Association. President, Alfred H. Burt, Burt & Sindle; Secretary, Fred Whittlesey, 39 Erie Street.
- CHARLESTON, S. C.**—Charleston Association of Credit Men. President, B. F. McLeod, Drake-Inness-Green Shoe Co.; Secretary, H. D. Lubs, C. D. Franke & Co.
- CHATTANOOGA, TENN.**—The Credit Men's Association of Chattanooga. President, A. T. Ham, Miller Bros. Co.
- CHICAGO, ILL.**—The Chicago Credit Men's Association. President, Wm. J. McMillan, The N. K. Fairbanks Co.; Secretary, John Griggs, 218 La Salle Street.
- CINCINNATI, O.**—The Cincinnati Credit Men's Association. President, George Guckenberger, Atlas National Bank; Secretary, Henry Bentley, 1201 Union Trust Bldg.
- CLEVELAND, O.**—Cleveland Association of Credit Men. President, Harry New, Landesman-Hirschheimer Co.; Secretary, Kenneth R. Taylor, 812 Park Bldg.
- COLUMBUS, O.**—Columbus Credit Men's Association. President, O. H. Perry, Columbus Buggy Co.; Secretary, Benson G. Watson, Union National Bank Bldg.
- DALLAS, TEX.**—Dallas Association of Credit Men. President, S. J. Hay, Texas Paper Co.; Secretary, W. P. Peter, 214-218 Linz Bldg.
- DENVER, COL.**—The Denver Credit Men's Association. President, R. R. Gillette, J. S. Brown & Bro. Merc. Co.; Secretary, I. A. Babcock, Daniels & Fisher Stores Co.; Assistant Secretary, H. A. C. Mathew, Colorado National Bank Bldg.
- DES MOINES, IOWA.**—Des Moines Credit Men's Association. President, W. F. Mitchell, Chamberlain Medicine Co.; Secretary, D. M. Douglass, Bentley & Olmsted Co.
- DETROIT, MICH.**—Detroit Credit Men's Association. President, Chas. B. Sawyer, The Pingree Co.; Secretary, W. S. Campbell, 33 Peninsular Savings Bank Bldg.
- DULUTH, MINN.**—The Jobbers' Credit Association. (Duluth-Superior.) President, Daniel Waite, Blake & Waite Co.; Assistant Secretary, F. H. Green, 401 Torrey Bldg.
- FORT WORTH, TEX.**—Fort Worth Association of Credit Men. President, H. E. Gardner, Carter-Hunt Gro. Co.; Secretary, Geo. O. McGown, Reynolds Bldg.
- GRAND RAPIDS, MICH.**—Grand Rapids Credit Men's Association. President, A. B. Merritt, Valley City Milling Co.; Secretary, H. C. Cornelius, Wolverine Brass Works.
- HOUSTON, TEX.**—Houston Association of Credit Men. President, E. A. Peden, Peden Iron & Steel Co.; Secretary, Sterling Myer, Hunt & Myer.
- JACKSONVILLE, FLA.**—Jacksonville Credit Men's Association. President, R. V. Covington, Covington Co.; Secretary, J. W. Clark.
- KANSAS CITY, MO.**—Kansas City Association of Credit Men. President, Sam H. Smith, Smith-McCord Townsend D. G. Co.; Secretary, H. C. Nelson, Sherwin-Williams Co.
- LINCOLN, NEB.**—Lincoln Credit Men's Association. President, M. I. Aitken, Cashier National Bank of Commerce; Secretary, E. G. Evans, Lincoln Hdw. Co.
- LOS ANGELES, CAL.**—Los Angeles Credit Men's Association. President G. Witherpoon, R. L. Craig & Co.; Secretary, W. C. Mushet, 323 Bullard Bldg.
- LOUISVILLE, KY.**—Louisville Credit Men's Association. President, J. H. Scales, The Belknap Hdw. and Mfg. Co.; Secretary, R. Ruthenburg, Mendel, Weinstock & Co.
- LYNCHBURG, VA.**—Lynchburg Credit Men's Association. President, N. B. Handy, N. B. Handy & Co.; Secretary, R. Winston Harvey, Craddock-Terry Co.
- MEMPHIS, TENN.**—The Memphis Credit Men's Association. President, H. A. Ramsey, Jr., Stewart Gwynne & Co.; Secretary, H. A. Burkhardt.
- MILWAUKEE, WIS.**—The Milwaukee Association of Credit Men. President W. B. Strong, Jerman, Pilueger & Kuehnsied Co.; Secretary, H. M. Battin, Standard Oil Co.
- MINNEAPOLIS, MINN.**—Minneapolis Credit Men's Association. President, S. L. Sewall, Minneapolis Iron Store Co.; Secretary, M. C. Badger, Patterson & Stevenson Co.
- NASHVILLE, TENN.**—Nashville Credit Men's Association. President, E. O. Harris, Harris, Davis & Co.; Secretary, Geo. M. Thomas, American Bldg.; Assistant Secretary, Chas. H. Warwick.
- NEW ORLEANS, LA.**—New Orleans Credit Men's Association. President, Geo. K. Smith, Simmonds Mfg. Co., Ltd.; Secretary, T. J. Bartlette, Williams, Richardson & Co., Ltd.
- NEW YORK, N. Y.**—The New York Credit Men's Association. President, W. S. Armstrong, American Felt Co.; Secretary, A. H. Alexander, 320 Broadway.
- NORFOLK, VA.**—Norfolk Credit Men's Association. President, Chas. Hoofnagle, The Four Co.; Secretary, C. L. Conradt, Old Dominion Tobacco Co.; Assistant Secretary, H. N. Poulson.
- OMAHA, NEB.**—The Omaha Association of Credit Men. President, T. W. Austin, American Hand-Sewed Shoe Co.; Secretary, E. G. Jones, Credit Clearing House.
- PHILADELPHIA, PA.**—The Philadelphia Credit Men's Association. President, Charles G. Rapp, Young, Smythe, Field Co.; Secretary, S. W. Severson, Room 801, No. 1011 Chestnut Street.
- PITTSBURGH, PA.**—Pittsburgh Association of Credit Men. President, W. A. Given, The Pittsburgh Dry Goods Co.; Secretary, W. L. Danahey, 716 Frick Bldg.
- PORTLAND, ORE.**—Portland Association of Credit Men. President, Paul De Haas, The C. Gotzian Co.; Secretary, W. L. Abrams, Allen & Lewis.
- RICHMOND, VA.**—Richmond Credit Men's Association. President, John Landstreet, R. A. Patterson Tobacco Co.; Secretary, Jo. Lane Stern, 1014 East Main Street.
- ROCHESTER, N. Y.**—The Rochester Credit Men's Association. President, Philip Present; Secretary, Edward Weter, Yawman & Erbe Mfg. Co.
- ST. JOSEPH, MO.**—St. Joseph Credit Men's Association. President, James E. Cox, R. L. McDonald & Co.; Secretary, P. E.

- Parrott, Battreall-Whittinghill Shoe Co.; Assistant Secretary, Sidney Beery.
- ST. LOUIS, MO.—The St. Louis Credit Men's Association. President, J. H. Kentnor, Smith & Davis Mfg. Co.; Secretary, A. H. Foote, Dolph Bldg.
- ST. PAUL, MINN.—St. Paul Credit Men's Association. President, W. H. Mingaye, T. L. Blood & Co.; Secretary, H. W. Parker, Merchants' National Bank.
- SALT LAKE CITY, UTAH.—The Utah Association of Credit Men. President, Arthur Parsons. Assistant Secretary and Manager, Herbert Van Dam, P. O. Box 419.
- SAN DIEGO, CAL. The Credit Association of San Diego. President, Simon Levi, 400 Fifth Street; Secretary, Sam Ferry Smith, 841 Fifth Street.
- SAN FRANCISCO, CAL.—San Francisco Credit Men's Association. President, G. Brenner, Elkus-Brenner Co.; Secretary, Ben Armer, 2707 Sacramento Street.
- SAVANNAH, GA.—Savannah Credit Men's Association. President W. F. Scherff, S. Guckenheimer's Sons; Secretary, W. J. Donlan, Chamber of Commerce.
- SEATTLE, WASH.—Seattle Credit Men's Association. President, Geo. F. Telfer, National Grocery Co.; Secretary, J. W. Spangler, Jr., Dexter, Horton & Co.
- SIOUX CITY, IA.—Sioux City Bureau of Credits. President, R. M. Baker, 1437 Douglas Street; Secretary-Treasurer, C. N. Lukes, Security National Bank.
- SIOUX FALLS, S. D.—Sioux Falls Credit Men's Association. President, J. W. Fenn, Fenn Bros., Inc.; Secretary, R. J. Cone, Manchester Biscuit Co.
- SPOKANE, WASH.—Spokane Jobbers' Association. President, J. M. Comstock, Spokane D. G. Co.; Secretary, J. B. Campbell, 308 Empire State Bldg.
- TOLEDO, O.—Toledo Association of Credit Men. President, W. G. Beattie, The J. M. Bour Co.; Secretary, A. A. Hall, L. S. Baumgartner & Co.
- TROY, N. Y.—Troy Credit Men's Association. President, Hugh Galbraith, The Boutwell Milling & Grain Co.; Secretary, Wm. Colvin, Jr., Josiah Young.
- WHEELING, W. VA.—The Wheeling Credit Men's Association. President, Chas. W. Franzheim, The Wheeling Potteries Company; Secretary, Samuel W. Harper, Harper & Bro.
- WICHITA, KAN.—Wichita Credit Men's Association. President, L. B. McCausland, Ross Bros.; Secretary, Willis Davis, Southwestern Drug Co.
- YOUNGSTOWN, O.—Youngstown Credit Men's Association. President, Thos. J. Milroy, Leavitt-Milroy Co.; Secretary, Charles W. Gilgen, Chamber of Commerce.

## Directory of Adjustment Bureaus.

Bureaus for the adjustment of insolvent estates are operated in the following cities, under the authority and supervision of their local Associations of Credit Men. All are affiliated branches of the National Association of Credit Men. Address all communications on Adjustment Bureau matters to the parties named:

- ATLANTA, GA.—Henry C. Leonard, 404 Gould Building.
- BUFFALO, N. Y.—W. A. Joyce, care W. H. Walker & Co.
- CINCINNATI, OHIO—Henry Bentley, 1201 Union Trust Building.
- CLEVELAND, OHIO—W. E. Rice, 209 American Trust Building.
- COLUMBUS, OHIO—B. G. Watson, 308 Union National Bank Building.
- DALLAS, TEXAS—W. P. Peter, 214-218 Linz Building.
- DENVER, COLO.—C. N. Kinney, Colorado National Bank Building.
- DES MOINES, IOWA—A. W. Brett, 218 Clapp Block.
- FORT WORTH, TEXAS—Geo. Q. McGown, Reynolds Building.
- GRAND RAPIDS, MICH.—R. J. Cleland, 427 Houseman Building.
- KANSAS CITY, MO.—Frank W. Yale, 770 Gibraltar Bldg.
- LOS ANGELES, CAL.—W. C. Mushet, Bullard Building.
- MEMPHIS, TENN.—H. A. Burkhardt, Credit Clearing House.
- MILWAUKEE, WIS.—H. L. Eisen, care Landauer & Co.
- MINNEAPOLIS, MINN.—F. H. Suffel, 666 Gilfillen Block, St. Paul, Minn.
- NASHVILLE, TENN.—Geo. M. Thomas, American Building.
- NEW YORK CITY—Bureau of Insolvency Claims, Room 1117, 320 Broadway.
- PHILADELPHIA, PA.—Edmund S. Mills, Room 801, 1011 Chestnut Street.
- PITTSBURGH, PA.—Geo. E. Reynolds, 716 Frick Building.
- PORTLAND, ORE.—R. L. Sabin, No. 1 Front Street.
- ROCHESTER, N. Y.—I. A. Wile, 1008 Granite Building.
- ST. JOSEPH, MO.—Sidney Beery, German American Bank Building.
- ST. PAUL, MINN.—F. H. Suffel, 666 Gilfillen Block.
- SALT LAKE CITY, UTAH—Herbert Van Dam, P. O. Box 419.
- SAN DIEGO, CAL.—Sam Ferry Smith, 841 Fifth Street.
- SEATTLE, WASH.—I. H. Jennings, 312 Bailey Building.
- SPOKANE, WASH.—J. B. Campbell, 308 Empire State Building.
- YOUNGSTOWN, OHIO—W. C. McKain, Dollar Saving and Trust Building.

**List of cities where bureaus for the exchange of credit information are being operated by affiliated branches of the National Association of Credit Men:**

*Bureaus for the Exchange of Credit Information*

Baltimore, Md.	Memphis, Tenn.
Birmingham, Ala.	Minneapolis, Minn.
Cincinnati, Ohio	Nashville, Tenn.
Columbus, Ohio	Norfolk, Va.
Denver, Colo.	Portland, Ore.
Des Moines, Ia.	Savannah, Ga.
Duluth, Minn.	St. Paul, Minn.
Fort Worth, Texas	San Diego, Cal.
Grand Rapids, Mich.	Seattle, Wash.
Jacksonville, Fla.	Sioux City, Iowa
Los Angeles, Cal.	Sioux Falls, S. D.
Louisville, Ky.	Spokane, Wash.
Youngstown, Ohio	

**Laws regulating the sale of stocks of goods in bulk have been placed upon the statute books of the following States:**

California	Michigan
Colorado	Minnesota
Connecticut	New York
Delaware	Oklahoma
Dist of Columbia	Oregon
Georgia	Pennsylvania
Idaho	South Carolina
Illinois	Tennessee
Kentucky	Utah
Louisiana	Vermont
Maine	Virginia
Maryland	Washington
Massachusetts	Wisconsin

**The Fourth Edition of the Pamphlet, "Laws Regulating the Sale of Stocks of Goods in Bulk" is now ready for distribution.**

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**Copies can be had upon application to the National office, 41 Park Row, New York, N. Y.**



